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A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY
MITCHELL BROS. COMPANY
(INCORPORATED).

VOL. XX.

CHICAGO, ILLINOIS, APRIL 15, 1902.

No. 10.

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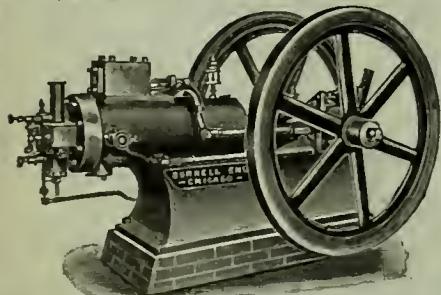
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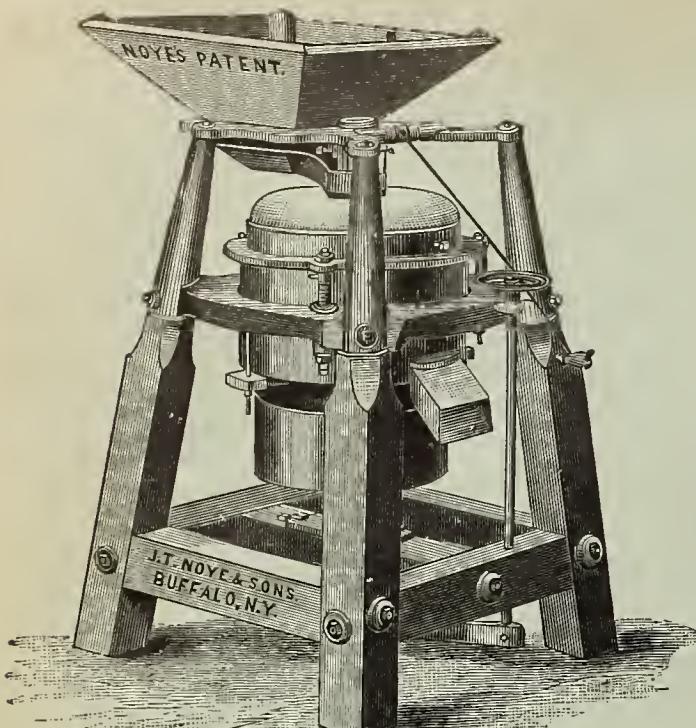
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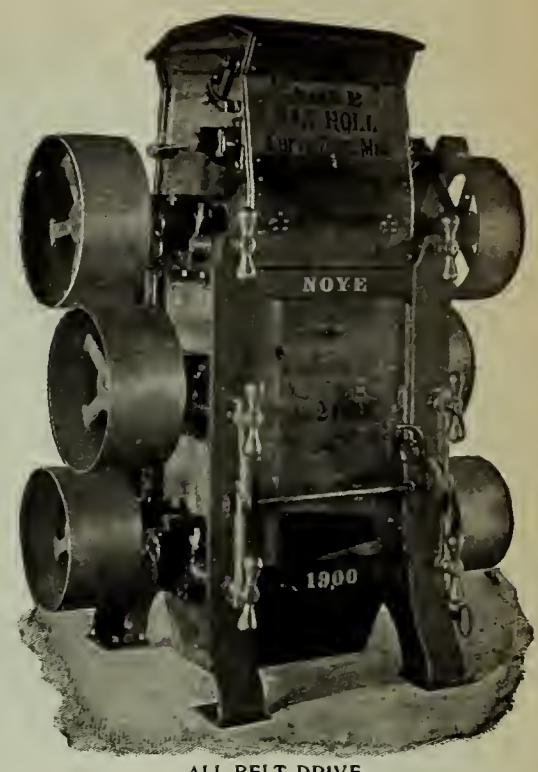
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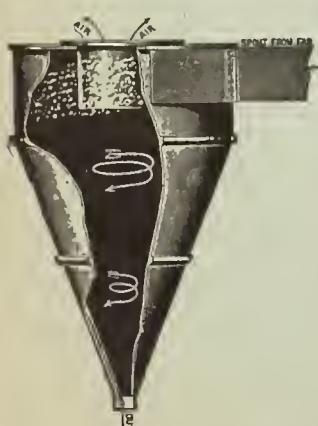
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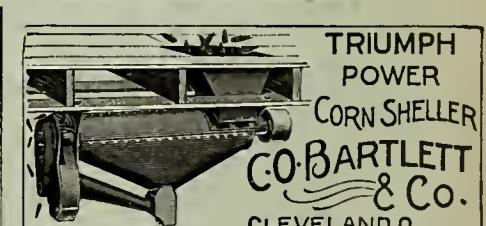
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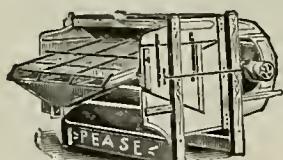
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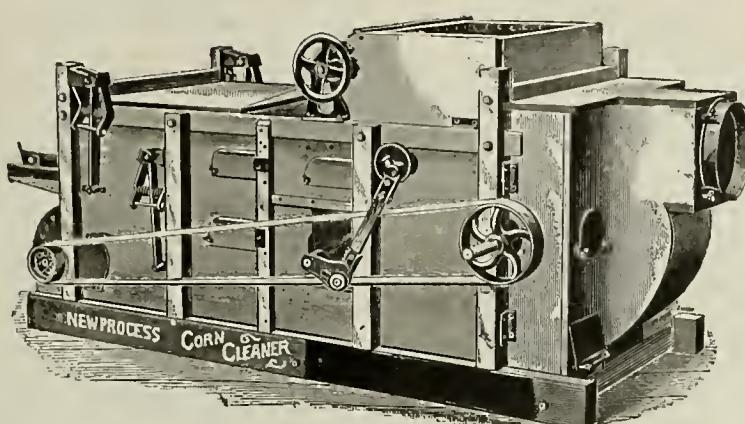


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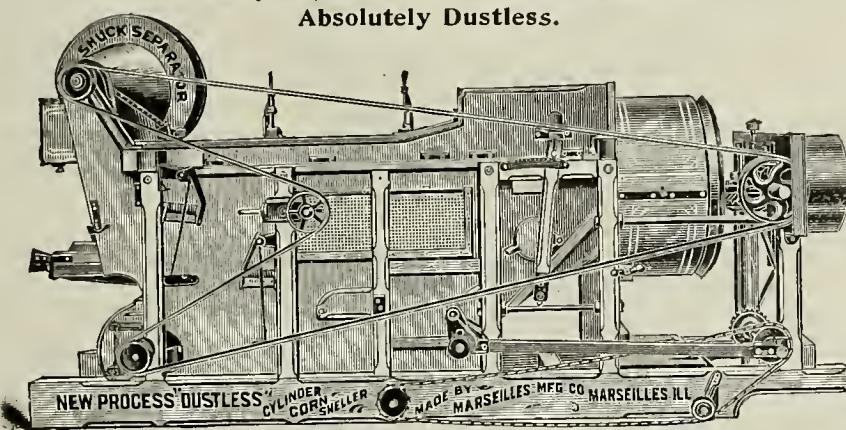
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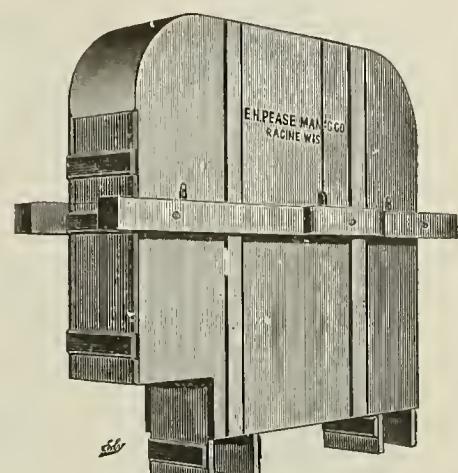
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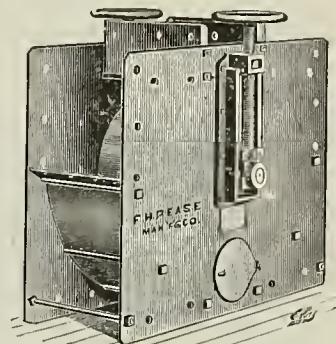
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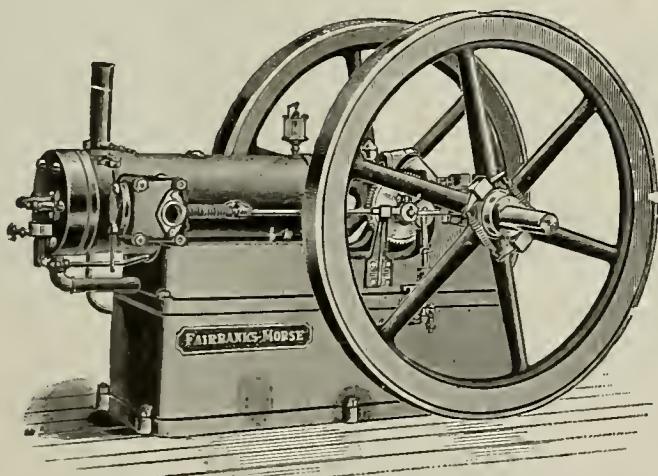


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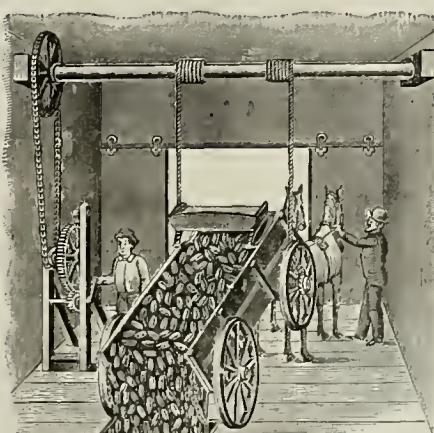
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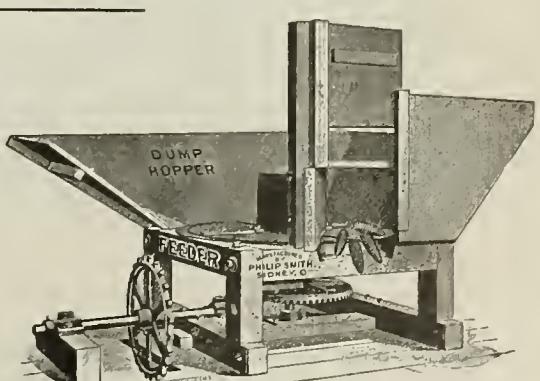


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Ear Corn Elevator and Sheller Feeder.

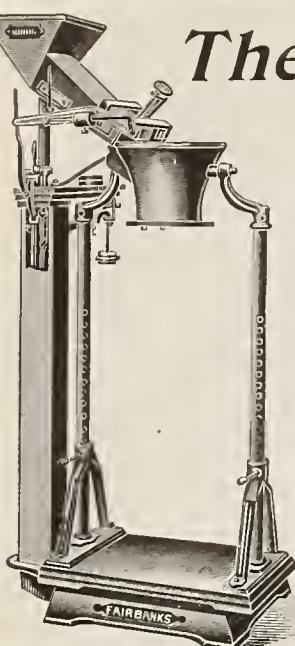
Feeder will feed corn from the dump to the elevator or sheller with or without drag belt. Will feed 100 to 1,500 bushels per hour without any attention. Can be regulated to the capacity of the sheller or elevator while in operation. Can be made to feed either sheller or elevator by changing reverse board. It is made of iron and is very durable. It will last a lifetime. Can be applied to dump now in use at very little expense. We have over 5,000 of these machines in use that are giving universal satisfaction.

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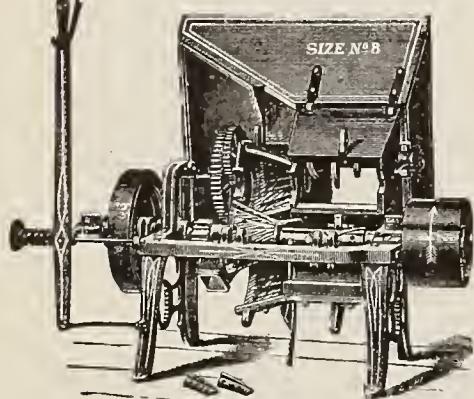
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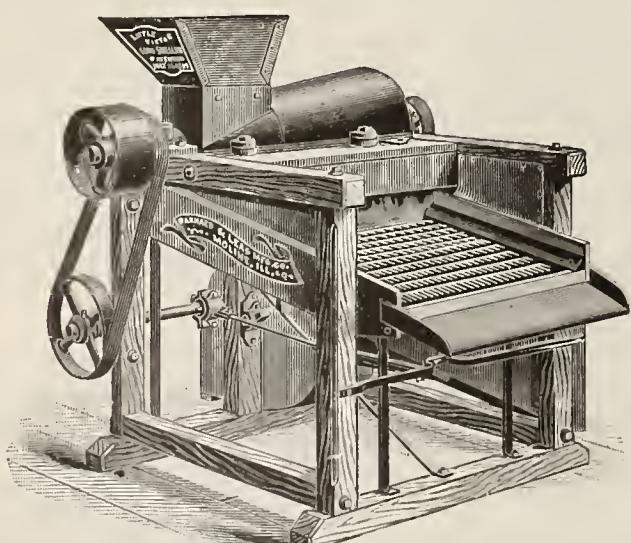
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Electric Steel Elevator, Buffalo,	-	1,200,000 "
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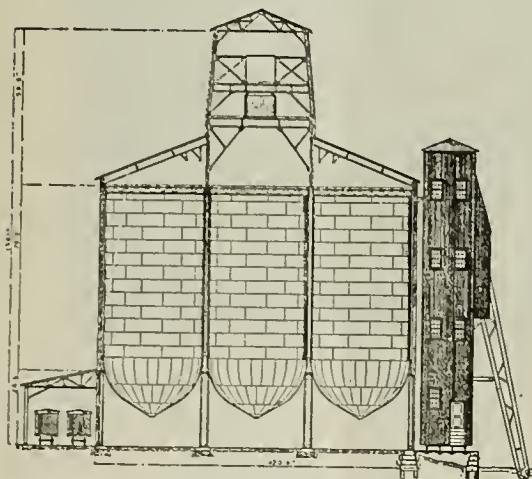
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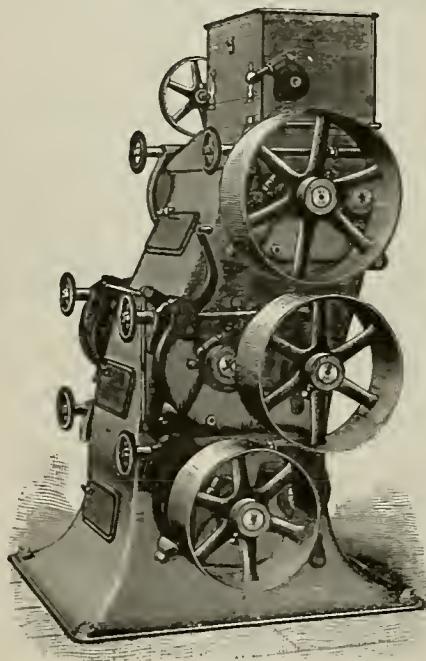
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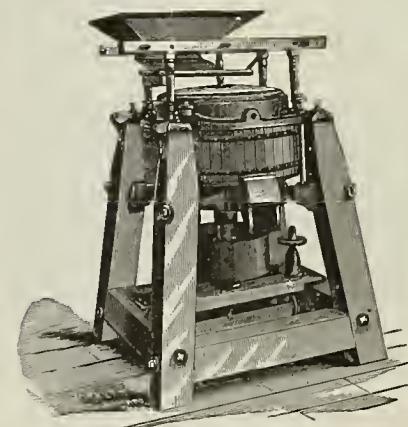
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PORTABLE FRENCH BUHR MILLS,
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ELEVATOR SUPPLIES AND POWER CONNECTIONS.

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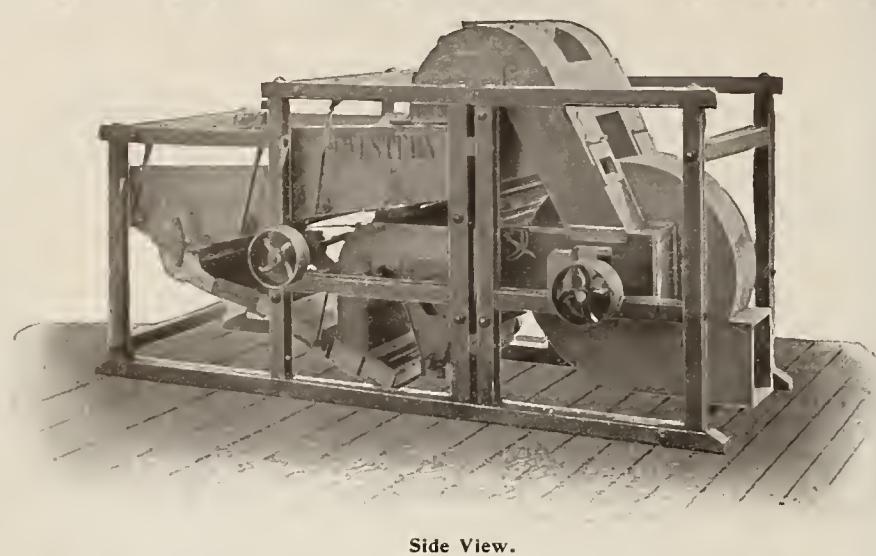
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Separates CORN from COBS and Cleans WHEAT and OATS THOROUGHLY without changing screens.

Adjustable Screen.

Perfect Separations.

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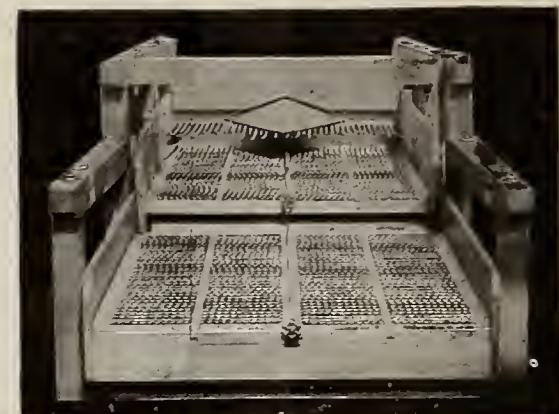
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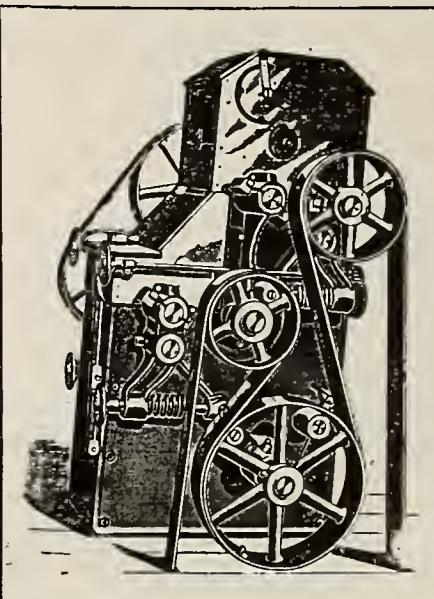
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The Removal of Fire Salvage Grain a Specialty.

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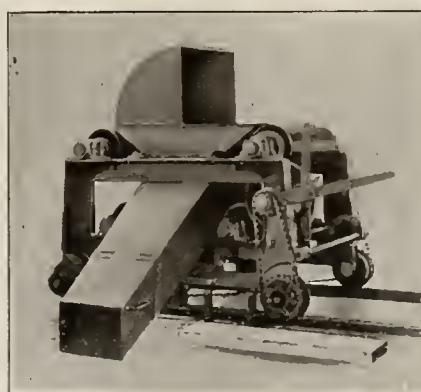
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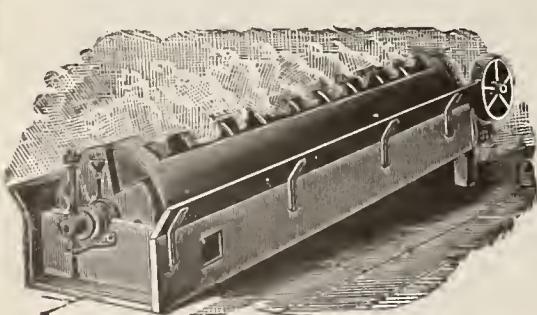
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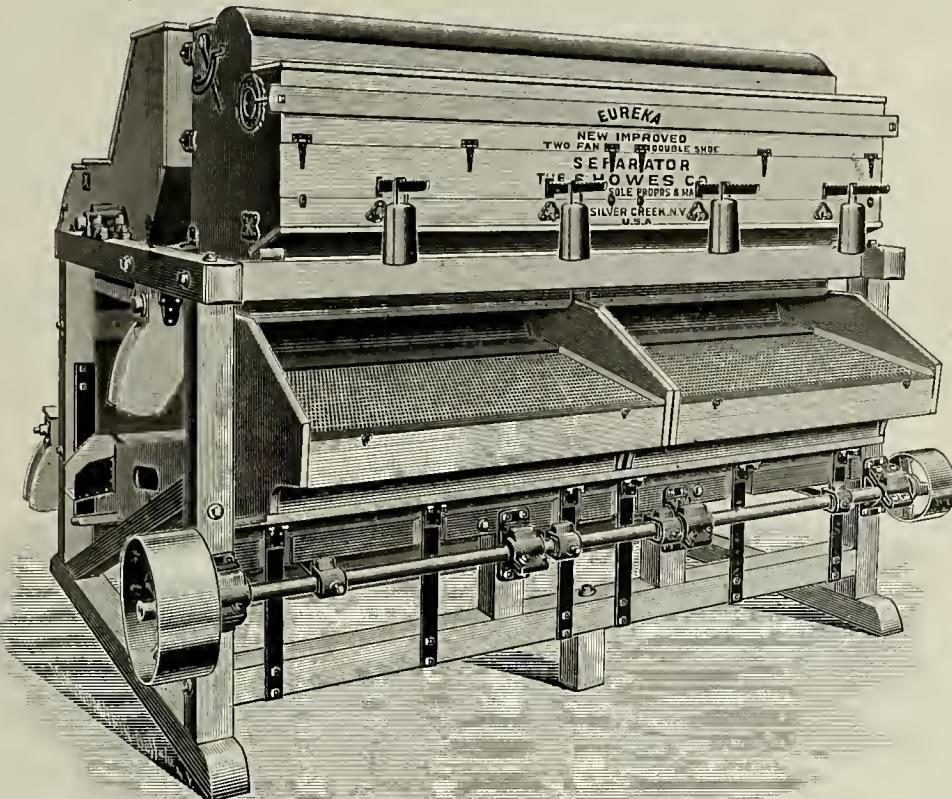
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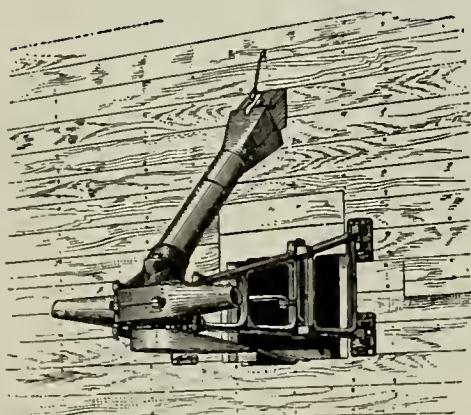
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Loads both ends of a car at the same time.

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Nothing to get out of order and cause trouble.

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Manufacturers, Jobbers and Designers of

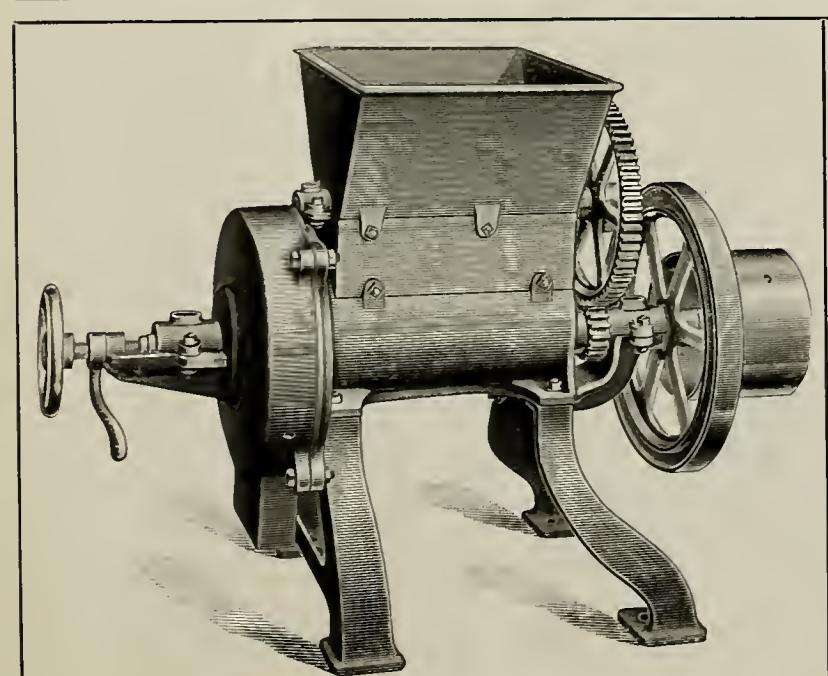
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Specialties for
Grain Elevators and Mills.

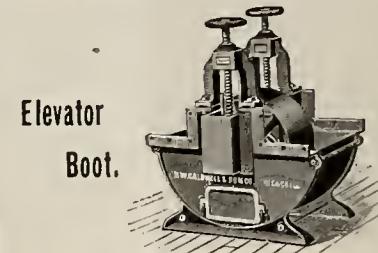


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THE ONLY PERFECT SPIRAL
CONVEYOR; with Flight of One
Continuous Strip of Metal.



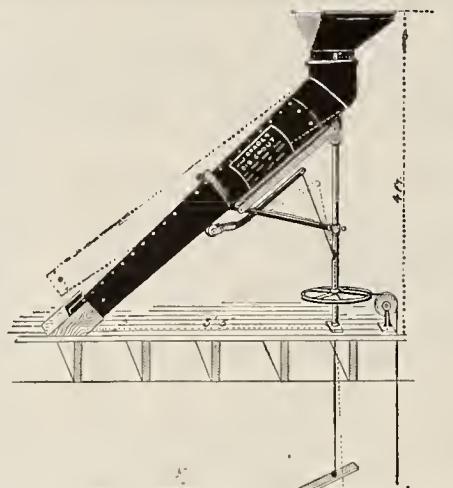
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JAMES J. GERBER,
Minneapolis, Minn.

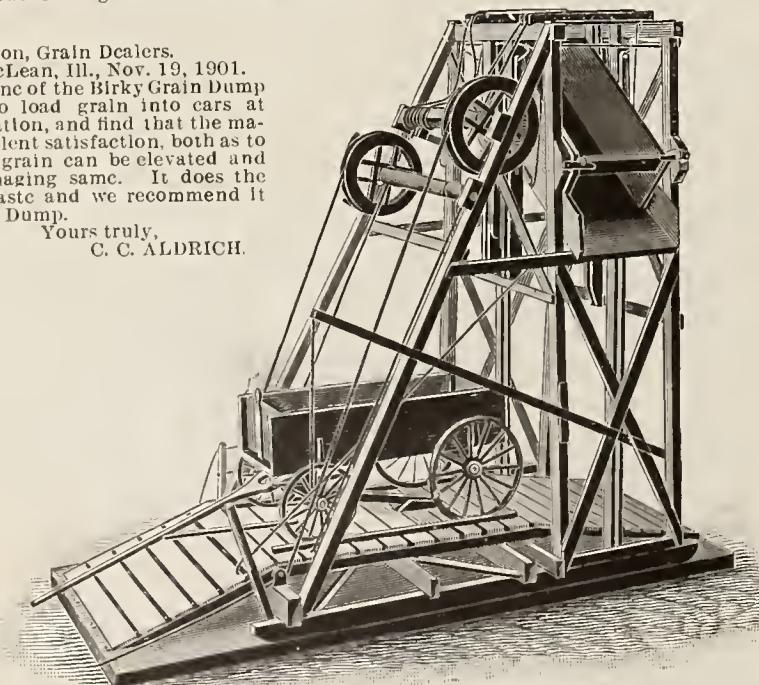


THE BIRKY PORTABLE GRAIN DUMP AND ELEVATOR.....

THE BEST BUILT

Possesses absolute safety, great strength and durability. Unexcelled for speed at which grain can be elevated and ease with which it is managed. Does the work without waste. Will handle 8,000 to 10,000 bushels of grain in 10 hours.

C. C. Aldrich & Son, Grain Dealers.
McLean, Ill., Nov. 19, 1901.
We have used one of the Birkie Grain Dump and Elevators to load grain into cars at Funk's Grove Station, and find that the machine gives excellent satisfaction, both as to speed at which grain can be elevated and the ease in managing same. It does the work without waste and we recommend it as a satisfactory Dump.
Yours truly,
C. C. ALDRICH.



Try my Dump and Elevator and if not the best after 30 days' trial return it.

J. D. BIRKY,

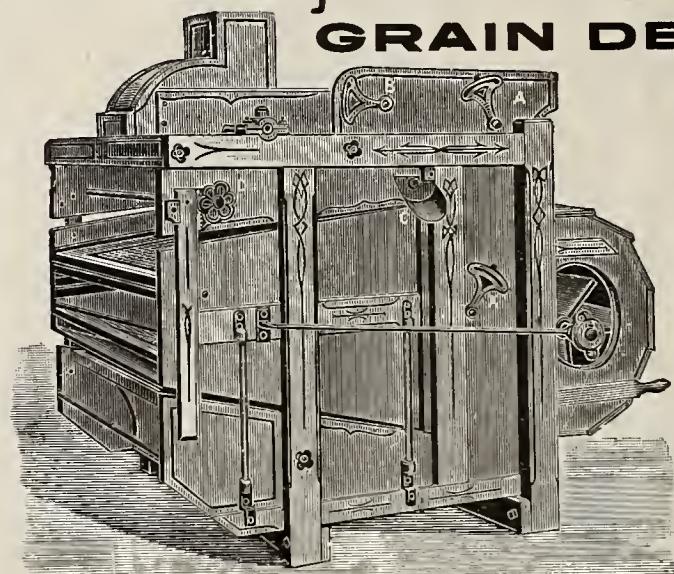
DELAVAN, ILL.

A. P. Dickey Giant Grain Cleaners.

GRAIN DEALERS

who want a cleaner that will clean, buy the

DICKEY
DUSTLESS
OVERBLAST
SUCTION
SEPARATOR.



Manufactured in any desired size and pattern, with capacities to accommodate the largest Elevator and Flouring Mills, or small Warehouses for hand use. Single and Double, End and Side Shake, and Dustless Separators, both Under and Over Blast.

Write Dickey Mfg. Co., Racine, Wis.

MILL OWNERS'
MUTUAL FIRE
INSURANCE CO.
DES MOINES, IA.

Insures Mills, Elevators, Warehouses and Contents.

Oldest Flour Mill Mutual in America.

SAVED TO MEMBERS
NEARLY \$1,000,000.

J. G. SHARP, Secy., Des Moines, Ia.



Manufactured by
KIMBALL BROS., 1006 9th St., Council Bluffs, Ia.

INSURANCE

ON GRAIN ELEVATORS
AND CONTENTS

Is furnished at cost by the

MILLERS' NATIONAL INSURANCE CO.,
of Chicago.

It is a Mutual Company which insures more mills and grain elevators than any other company in the United States.

It has been in business 26 years and its average annual cost for insurance to mutual policy-holders has been about one-half of the board rates of stock companies.

It had admitted assets, January 1, 1901, of \$2,828,533 69, and a net cash surplus over all liabilities of \$472,753.43.

The same conservative management which has directed the Company's affairs all through its prosperous existence will be continued.

Before placing your insurance, write to the Company at No. 205 La Salle Street, Chicago, for a copy of the circular and statement, which fully explains the Company's method of insuring your class of property on the mutual plan. If your risk is up to the required standard you cannot afford to insure in any other company.

W. L. BARNUM, SECY.

The CLIPPER Cleaners



This cut represents the No. 10 Clipper, which is especially adapted to handling Northwestern Grain and Flax.

WITHOUT exception the best and most economical Cleaner for grain and flax. No cleaner doing equally perfect work has so great a capacity per horsepower. THREE HUNDRED CLIPPER CLEANERS sold in the Northwest in two years. Requires less than ONE-FOURTH THE POWER OF A SUCTION CLEANER OF EQUAL CAPACITY. For local elevator use the Clipper Cleaner has no rival.

Write for Catalogue and Sample Plate of screen perforations.

A. T. FERRELL & CO., Saginaw, Mich.

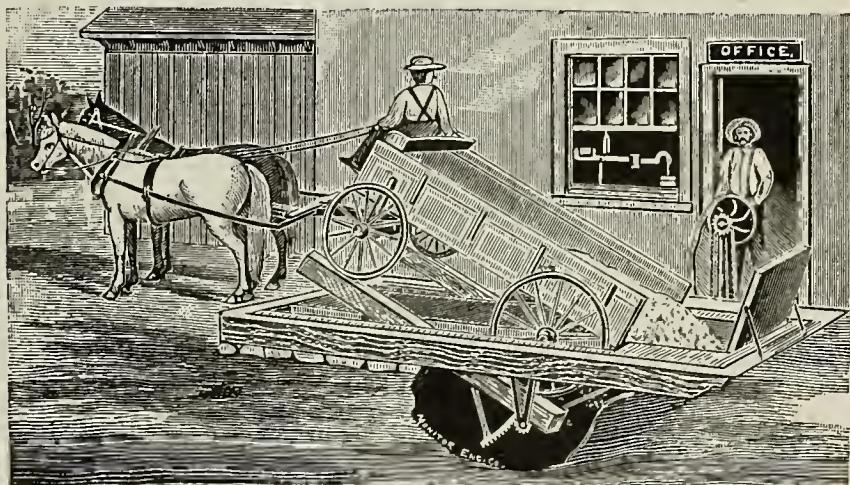
Paine-Ellis Grain Driers

Are more largely used on this continent than all others combined, because they are the only machines that will handle with equal facility grain containing 50 per cent moisture to that simply damp and musty. These machines will operate successfully and rapidly at a temperature as low as 110 degrees. Practical millers and elevator men will appreciate this. It is one thing to kiln dry and another to put every kernel of grain into its normal condition by Nature's own method. *We can do it.*

For Particulars
Address **The Paine-Ellis
Grain Drier Co.,**

53 CHAMBER OF COMMERCE, MILWAUKEE, WIS.

Gold Dollars



At FIFTY CENTS apiece are CHEAP, but they do not represent a better investment than we offer the "elevator and grain trade" in our

Controllable Wagon Dump.

WINCHESTER, ILL., February 4, 1896.

MESSRS. SAVAGE & LOVE CO., Rockford, Ill.

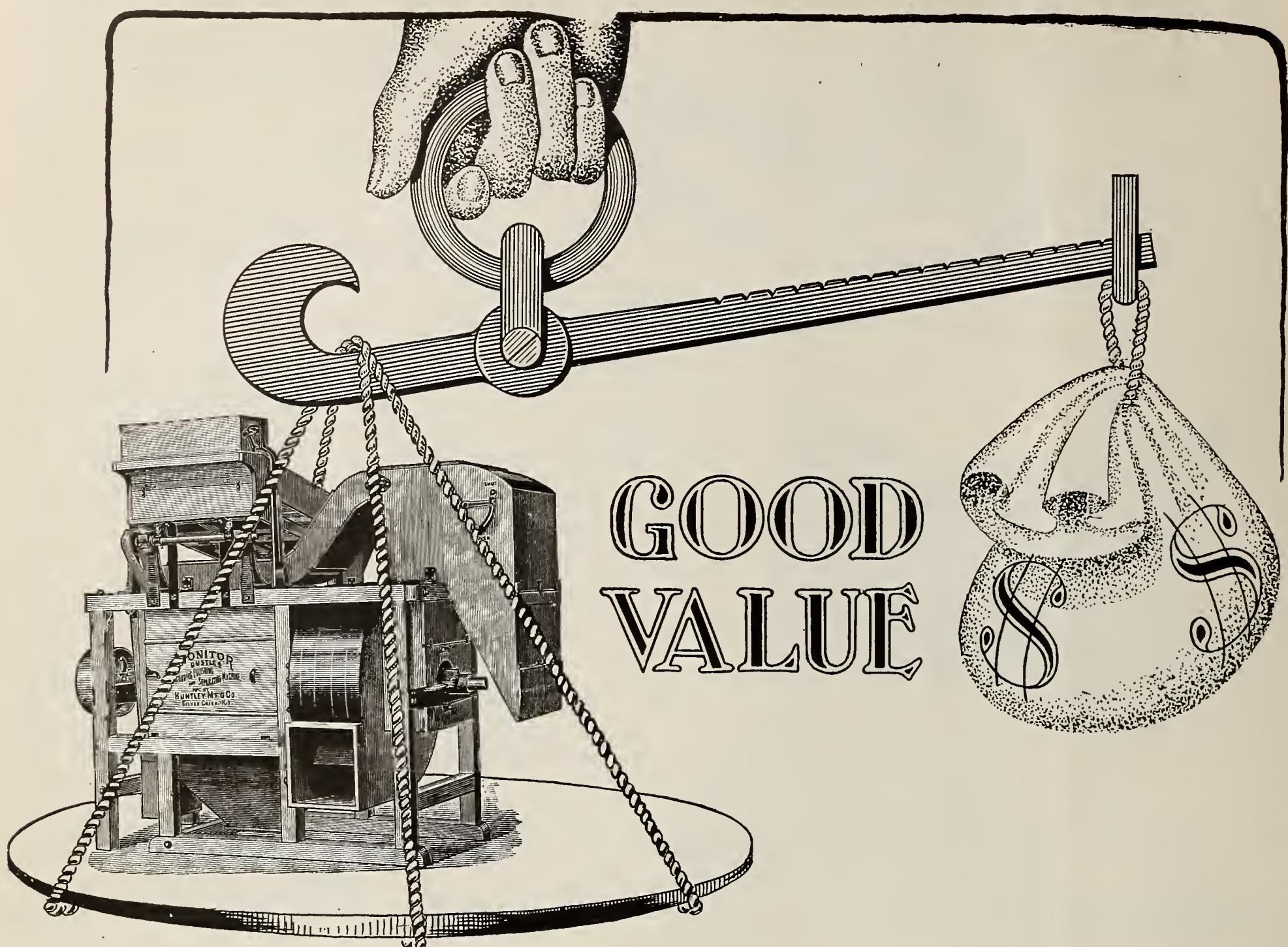
GENTLEMEN:—Your favor of the 28th ult. received and noted. Last July I put one of your Controllable Wagon Dumps in a Falbanks, Morse & Co.'s 22-ft. scale, and it has given me entire satisfaction in every respect. In this locality the bulk of grain is as yet handled in sacks, and by tipping the Dump about one-half it makes a nice slant, making it very easy to pull the sacks to back end of wagon, where strings are cut and grain runs out into bin below. Every farmer, without exception, speaks in glowing terms of the merits of this Dump. In unloading loose grain from wagon there is no dump that will equal yours in being easily handled and always under control of operator. No scaring horses, no dropping of wagon and no noise. I consider a grain elevator incomplete without the Savage & Love Controllable Wagon Dumps.

Yours truly,
M. C. WOODWORTH.

MANUFACTURED ONLY BY

THE SAVAGE & LOVE CO., Rockford, Ill.

FAIRBANKS, MORSE & CO., St. Paul, Minn., Northwestern Agents.



The beauty about Monitor Machinery is that the longer you use it the better satisfied you are with your bargain. The longer you use it the more you are impressed with the fact that you got a little bit more than your money's worth in good effective machinery.

When weighed in the scales of experience the Monitor Machines force the Grain Man to one conclusion—that there is no Grain Cleaning Machinery manufactured to-day that has given such long and consistently thorough satisfaction as the Monitor.

He never heard of a Monitor Machine being thrown out because it did not do what we said it would do.

He never heard of a Monitor Machine failing to work at its catalogued capacity, and he knows another thing, that a dollar buys one hundred cents' worth when it comes to buying Monitor Machines.

He knows that there is a bottom price, and he knows where that bottom price is, when he buys Monitor Machinery.

And all these things help to make the Monitor a generous measure in return for his money.

HUNTERY MANUFACTURING CO.

Monitor Works

♦ ♦

Silver Creek, N. Y.

THE AMERICAN ELEVATOR AND GRAIN TRADE.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY
MITCHELL BROS. COMPANY
(INCORPORATED). VOL. XX.

CHICAGO, ILLINOIS, APRIL 15, 1902.

No. 10. { ONE DOLLAR PER ANNUM.
SINGLE COPY, TEN CENTS.

GEO. S. HAYES & CO.

Geo. S. Hayes & Co. of Hastings, Neb., owners of the elevator at Trumbull, Neb., shown in the picture on this page, which is one of six operated by that firm, say that the elevator is a "typical Nebraska house." But we suspect they are modest; or, at least, that the house is a type of the best class of country elevators in that state.

Its storage capacity is 30,000 bushels, there being a wing on the right side of the house similar to that shown on the left of the picture, and is used for oats storage. The machinery equipment is a 30,000-pound hopper scale and No. 0 Pease End-shake Cleaner, with dust collector, located on the first floor and operated by an 8 horse-power Lewis Gasoline Engine.

The engine room is located just off from the office, and the plant is otherwise so arranged that it can be operated very easily by one man.

The appearance of the premises shows cleanliness and care for surrounding appearances, always the indications of good business management and business success.

THE ELKINS BILL.

Senator Elkins, who has introduced a bill in the United States Senate to amend the interstate commerce act, denies that the railroads are specially favorable to it. "As a matter of fact," he says, "for one reason and another, there is not a railroad in the country in favor of the bill as I have introduced it. My own impression is that they would be wise not to oppose it, because it seems to me the only way out of a situation that might

become intolerable to the railroads and a menace to business.

"The interstate commerce law of 1887 said that rates should be fixed, published and maintained, and made any cutting of rates a misdemeanor. The Sherman anti-trust law of 1890, which no one believed at the time would apply to the railroads, has been held by the Supreme Court to apply to

STANDARD OATS AT CHICAGO.

In response to repeated petitions for a change in the contract grade of oats, the Chicago Board of Trade directors on March 26 asked the Illinois Railroad and Warehouse Commission to make a new grade of oats, to be known as "Standard Oats."

The commissioners asked for a definition of what the new grade should be, and a grade of "standard oats" to take the place of No. 2 mixed oats a contract grade was suggested. All but two or three receivers opposed the change. The largest oat handlers said it was unjust to have No. 2 mixed oats, which represent about 10 per cent of the actual receipts here, used as a basing grade for the white oats, which represent 90 per cent of the actual business. Charles Counselman said the white oats had to be sold at a premium, based upon futures. He believed in the principle of "the greatest good to the greatest number," and that white oats should be put on their own basis, and let No. 2 mixed take care of themselves.

The commissioners later announced that a new grade would be established, to take effect on July 1 next; and on April 9 Chief Grain Inspector Bidwill issued a statement regarding the new grade, the rule providing that "standard oats shall be reasonably free from foreign grains, the same as provided for No. 2 white and No. 2 oats, but not sufficiently sound and clean for No. 2 white oats; and must weigh not less than 28 pounds to the measured bushel."

This makes the grade a compromise between the present grades of No. 3 and No. 2 white oats.

Dealers in various parts of the country have expressed approval of the new grade.



ELEVATOR OF GEO. S. HAYES & CO., AT TRUMBULL, NEBRASKA.

the railroads, and it makes it illegal for railroads to combine to fix and maintain rates.

"My bill is designed to permit pooling under the authority of the Interstate Commerce Commission. It gives the Commission power to determine whether the rates are too high, and if too high, to lower them. All rates thus made are subject to review by the Commission. The bill provides that after the Commission has made an order changing the rates, either side can appeal to the United States courts after thirty days' notice."

The World Stock Food Company will locate its factory at Mankato, Minn.

RAILROAD INDICTED AT LOUISVILLE.

On March 18 the federal grand jury at Louisville returned a bill of indictment in two counts against the L. & N. Ry., under the interstate commerce law. The indictment charges the road with having violated the law by granting a rebate of 3 cents per 100 pounds to a favored shipper.

Specifically the indictment says that the L. & N. Ry. made a rate to S. Zorn & Co. of Louisville on 464,000 pounds of corn shipped to Atlanta from Louisville by L. & N. and N. C. & St. L. railroads. This rate made the total freight charge on this lot \$974.40, when it should have been \$1,113.60. The difference, or rebate, amounted to three cents, making the net rate 21 cents instead of 24.

The other counts set forth that on the same date on another lot of 46,000 pounds shipped by the same roads to Atlanta, a total freight charge of \$117.60 was made, when it would have been \$134.40, this also being a three-cent rebate.

In explanation of the case, Vice-President Hines of the Louisville & Nashville Railroad said: "The fact is that a proportionate rate of three cents per 100 pounds less than the local tariff rates has been applied for a great many years by all railroads operating from Louisville and Cincinnati to southeastern territory upon grain originating at points west of St. Louis and reshipped from Louisville or Cincinnati. The shipments referred to in the indictment were of this character. This lower rate on such reshipments is an open and public rate, applicable and applied alike to all."

RAID ON THE BUCKETSHOPS.

The Chicago Board of Trade has renewed its raid on the bucketshops, in spite of Judge Thompson's queer decision early in March, at Cincinnati. This time the Board has invaded Southern Illinois, Indiana and Minnesota. The suits are begun in the name of the telegraph companies—the Western Union, Postal, Cleveland and Chicago and Milwaukee, who allege that "the defendants have entered into a conspiracy to steal such quotations, either as the same are transmitted over the wires to customers, or from the offices of said customers when such quotations are received there," and injunctions are asked. The following companies, all in Illinois cities or towns, are the defendants named in the action begun in the United States Court at Springfield, on March 16: Chas. W. Shadé, Lexington; Roy Maddocks, Lexington; Charles O. Jones & Co., Springfield; Charles F. Cooley, Lincoln; Colby Harry Knapp, Lincoln; Decatur Grain & Commission Company, Decatur; B. Z. Taylor & Co., Decatur; Decatur Grain & Commission Company, Cerro Gordo; Decatur Grain & Commission Company, Bement; William D. Mather, Virginia; Oscar Weisenberg, Jacksonville; J. A. Joel, East St. Louis; Robert A. Goch, Danville; William C. Applegate, Danville; R. J. Hammond, Pana; Wallace & South, Shelbyville; P. B. Hostrawser, Olney; Olney Grain & Stock Exchange, Olney; Thomas A. Gasaway, Charleston; James Moxam, Milford; Ray & Marshall, Rossville; Staininger & Co., Hoopeston; Eugene Adler, Champaign; A. N. Curtis, Champaign. Hearings were set for April 4, on which date the court refused to grant the injunction asked for, as, he said, there did not seem to be any necessity for one before the formal hearing on May 5.

At Indiana the United States District Court was asked to bring in fifty-seven defendants from the cities of Indiana and have them show cause why the restraining order should not be issued. The hearing in this case was postponed to May 5.

At Minneapolis the bills are against seventeen defendants. The list includes the following: Coe Commission Company, Minneapolis and St. Paul, and Coe Commission Company branch offices in Minnesota; agents, Peter W. Corrie, Le Sueur; Philip Diek Jr., St. Peter; Stanley M. Crimp, Sleepy Eye; Gus F. Theiring, Springfield; William Koch, New Ulm; Frank A. Marvin, Tracey; R. A. Beason, Marshall; W. C. Spornitz, Cauby; A. J. Clark, Pipestone; R. L. Irvine, Melrose; R. L. Irvine, Alexandria; Gordon Winumer, Fergus Falls; A. W.

Leggett, Crookston; J. Ryesek, Lamberton; C. O. Nelson, Pelican Rapids; R. B. Beaman, Mankato; Bedell & Vanstrum, Minneapolis, Minn. The latter firm is highly indignant at being included in this list. "We have never placed a bucketshop order," said Mr. Vanstrum, "and have continually voiced our side against illegal speculation. Every bushel of grain sold through our office has been for actual delivery in accordance with the rules of the Minneapolis Chamber of Commerce. We are not members of the Chicago Board of Trade, nor do we post or use its quotations." The injunction against Bedell & Vanstrum was refused by the court. The case against the Coe Commission Company was postponed to May 1.

W. S. UPSHUR.

The men who made Newport News the great factor she is in the grain and flour export trade of this country must always command the interest of the grain and flour trades, more especially since the port is comparatively a new one and its business has been built up relatively at the expense of the older ports and in spite of their prestige and influence. Such success means activity and executive ability of a high order—of the sort that makes



W. S. UPSHUR.

epochs in history, as well as in trade. Primarily the influences working for Newport News were these of the railroader, of course; he made the port. But behind the railroad man is the elevator man, who is the moving force that has made the port's reputation at home and abroad, and him we find in the person of W. S. Upshur, agent of the Chesapeake & Ohio Grain Elevator Company, through which all Newport News' grain shipments are made.

Mr. Upshur is a native of Richmond, Va. Born on December 15, 1857, he entered the service of the C. & O. Ry. Co. at the age of 15 years as messenger to C. W. Hunter, agent at Delivery Station, Richmond, and seven months later became assistant delivery clerk. In January, 1874, he was promoted to be bookkeeper and cashier at the James River Station, Richmond, where he familiarized himself with the sail and steam vessel business, in both coastwise and foreign trades, a species of information that has since been of great service to him. In 1878 came another promotion, he being made chief clerk and cashier at the same station, which position he held until the opening of Newport News and the transfer of the James River Station's agent to the new port, when Mr. Upshur was advanced from chief clerk to the agency. This was in 1882. At this time the C. & O. Ry. Co. had three stations in Richmond and three agents. These, in 1883, were combined, and Mr. Upshur made agent in charge of all.

In 1884 Mr. Upshur made his first and one seriously bad "break." He resigned his agency,

against the advice of his general manager, to engage in the manufacturing business. The experience was costly, for in seven months the savings of the seven previous years were wiped out and the business proving a failure, he was forced to begin all over again. His railroad experience was an invaluable asset, however, and the C. & O. Ry. Co. was then, and no doubt it always will be, in the field for men of his calibre; so that during the latter part of 1884, all of 1885 and part of 1886, he served as traveling auditor of the E. L. & R. S. and Kentucky Central railroads, both at that time controlled by the C. & O. In April, 1886, he was appointed chief clerk and cashier at Newport News, and remained in that position until January, 1889, when he was made agent of the Chesapeake & Ohio Grain Elevator Company, with office in the Produce Exchange building, New York City. In this connection he became a member of that exchange, which membership he still retains. In January, 1890, he moved his office to Newport News, becoming agent of the C. & O. Ry. Co. also for grain, which dual position he holds at the present time.

The first year Mr. Upshur had charge of the elevator business at Newport News the elevator shipped out only 900,000 bushels of grain. This small output was due to a decided distrust of Newport News inspection certificates, occasioned either by the loose methods or the hard luck of prior managements. Mr. Upshur at once applied himself diligently to the task of dispelling this feeling against the local inspection, and has had the pleasure of seeing confidence in the port's certificates gradually established until after a few years they were accepted (as they are to-day) on even terms with those of the New York Produce Exchange by everyone, including all members of the latter exchange; while the shipments have increased from the meager 900,000 bushels of 1889 to 24,500,000 bushels in 1897. This result was only obtained by hard work, great care in the selection of assistants, and the most faithful and efficient co-operation of all subordinates. Added to these factors, says Mr. Upshur, were "the helpful advice given and assistance rendered by the good friends I was so fortunate to make among the leading grain men of the New York Produce Exchange and the members of the grain exporting firms of the eastern and western cities (particularly New York and Baltimore in the East and St. Louis and Chicago in the West), all of whom, I am happy to say, remain not only my official, but also my personal friends, and whose regard I estimate as not even second to our vast increase in business, for I regard the former as the prime cause of the latter."

DRIER AT FORT WILLIAM.

J. G. King is preparing to build a new wheat cleaner and drier at Fort William. It will consist of three sections, to-wit, the elevator proper, 90x96 feet on the ground and 160 feet high, with eight stands of elevator legs and 200,000 bushels' storage capacity; the drier, also 90x96 feet on the ground and two stories high, in which the present plant, considerably enlarged, will be installed, giving a capacity for drying 8,000 bushels of tough wheat per hour, a capacity which, with slight expense, can be increased to 12,000 bushels per hour, the intention being to have ample capacity in case of there being a serious amount of damage to the wheat out West by wet in any season; and the annex, the storage capacity of which is not yet decided upon. The annex will consist of steel storage tanks and will be provided with shipping legs and scales for loading wheat direct on the boats.

The power plant, says the Commercial of Winnipeg, will be installed in a separate boiler house, 125x50 feet, and supply 55 horsepower for the cleaning handling plant, and 400 horsepower for the driers.

The Alaska trade is taking large amounts of forage from the Pacific Northwest, one commercial company alone having contracted for 4,000 tons of hay and oats at Tacoma, to go out in June.

CANADIAN GRAIN GOES TO DULUTH.

The Electric Steel Elevator Company of Minneapolis, which made application to the government to bond two of its tanks to store Canadian wheat, has reconsidered its purpose and abandoned the project. There is plenty of wheat to be moved out of the Dominion, but the Canadian Pacific, which controls in Canada and turns the traffic at the boundary over to the Soo Route, refused absolutely to accept grain for Minneapolis after the opening of navigation. The Soo Route has plenty of cars for the traffic, and as navigation is now open these will be distributed, giving all the Canadian Pacific elevators one or two cars a week and that road the long end of the haul. For similar reasons the Van Duseu-Harrington Elevator Company of Minneapolis has also abandoned the idea of handling the same kind of grain.

Mr. G. A. Morris, of the Electric Steel Elevator

that place who had just finished thrashing 23,000 bushels which had been in stack all winter.

"My introduction to the Canadian Northwest convinces me that Max O'Rell was right when he said that the Canadians knew but one alphabet, and that was 'C. P. R.' That company has the people of Canada, or at least that section of the country, at its mercy, yet there are thousands upon thousands of settlers flocking there this spring who will plant crops—mostly wheat; and how they are to market them is a mystery, unless the Canadian Pacific provides vastly superior facilities than obtain now."

ZORN GRAIN COMPANY, RUMPER, ILL.

The grain elevator of the Zorn Grain Company of Bloomington, at Rumper, Ill., a village located east of Champaign on the "Big Four," has a storage capacity of about 60,000 bushels. It is 26x60



ZORN & CO.'S NEW ELEVATOR AT RUMPER, ILLINOIS.

Company, speaking of his trip into the Canadian Northwest, said to a Minneapolis Times reporter: "Farmers and shippers are in a terrible predicament. All elevators have been filled since last November, since which time farmers have been compelled to build their own storehouses, and at almost every town along the line of the Canadian Pacific there are hundreds of rough board shanties built by farmers to store their grain. At Indian Head, the largest market in that territory, about 600,000 bushels of last year's crop have been marketed, and there still remain about 1,200,000 bushels in store and in farmers' hands at that place.

"The buildings in which this grain is housed are poorly constructed and while I was there three of them collapsed and thousands of bushels of grain were dumped upon the ground. The accidents proved a godsend, after all, for the Canadian Pacific officials were then prevailed upon to furnish cars with which to load out the unprotected wheat. Rival shippers accused the owners of the wrecked buildings of causing them to collapse so that they would be furnished with cars.

"The grain is in very poor condition, or will be when warm weather comes, for much of it was unthrashed when a heavy snow fell last fall and before it could be thrashed it was well soaked. Considerable wheat was left in stack during the winter, and while I was at Indian Head a farmer came to

feet on the ground and 45 feet high, to which height the cupola adds 14 feet. It is of the usual crib construction, sheathed with 8-inch drop siding and roofed with iron. It was designed and built by G. T. Burrell & Co., engineers, of Chicago.

The grain from farmers' wagons is dumped into a receiving sink from which it is conveyed by chain feeders to two elevator legs having a capacity of 2,500 bushels per hour. There are eleven bins of 5,200 bushels' capacity each, into which, or to a 500-bushel scale, the grain is delivered from the elevators. Grain is loaded from bins with a Dooley Car Loader.

Power is furnished by a ten-horsepower gasoline engine, located in the detached brick building shown in the left center of the picture, power being transmitted to the elevator by a shaft directly connected to the engine.

The company's business at this point amounts to about 500,000 bushels annually of corn and oats, making a modern house a necessity; and the present plant is found very satisfactory.

The Texas Farmers' Congress has offered seven prizes in money and several special prizes for the best yields and samples of Texas-grown corn, the corn to be gathered and measured between September 1 and 15 of this year.

WORK OF THE INTERSTATE COMMERCE COMMISSION.

The revival of the Interstate Commerce Commission as a force in domestic commerce during the past few months is one of the most conspicuous features of the transportation problem of the day. The Commission's work in the West has been especially active—first, in the direction of collecting evidence of discriminations, and, secondly, in beginning actions based on the evidence obtained.

The latter have taken the form of petitions for injunctions to stop rate-cutting below the published tariffs. At Kansas City, on March 24, Hon. Wm. A. Day, as special attorney for the Commission, began proceedings before Judge John F. Phillips of the United States District Court, against the following railways operating between Kansas City, St. Louis and Chicago: Atchison, Topeka & Santa Fe, Chicago, Rock Island & Pacific, Missouri Pacific, Wabash Railway, Chicago, Burlington & Quincy, Chicago Great Western, Chicago & Alton and the Chicago, Milwaukee & St. Paul. The notice accompanying the petition states that, acting on behalf of the United States, application is to be made for a temporary injunction, or restraining order, to restrain the railway company, its officers, agents and servants, from departing from its published rates, and from unjustly discriminating in said rates by paying rebates, or otherwise, in respect to interstate traffic transported by said company. It was suggested that each company appear and resist said application if it should desire to do so.

The petition sets forth that about March 15 the Interstate Commerce Commission requested the United States attorney-general to begin proceedings to prevent the Chicago-Kansas City railways from violating the "act to regulate commerce." The attorney-general at once directed the bringing of the suit, both on the ground that the matters complained of are in violation of the provisions of the act to regulate commerce and also in violation of the Sherman act to protect trade and commerce against unlawful restraints and monopolies. An injunction, supplemented by a temporary restraining order, was asked against the defendants, their representatives, officers, agents, etc., restraining them from carrying out any agreement to transport packing-house products, dressed meats, grain and grain products, at any other than the published schedules; also to restrain them from departing from the established schedules in the future and from paying the rebates or making any concession conflicting with legal rates.

On the same day at Chicago similar petitions were filed with Judge Grosscup asking for restraining orders against the Lake Shore, Big Four, Fort Wayne (Pennsylvania), Michigan Central, Illinois Central and North-Western roads, such orders to hold good until the hearing on June 9 or until further orders of the court. By both courts the restraining orders were issued, the hearing of arguments at Kansas City to be given on June 23. The roads named in both courts consented "to have their hands tied."

Before entering the order Judge Grosscup said: "But for the complaisance of the defendants, I should have required the fullest possible hearing. The matter is one of extreme importance, and not to be decided without the most mature deliberation. Personally, I believe freight rates should be as steady and equal as postage rates, and that no discriminations should be made. The person who turns over freight to a common carrier for transportation should be made to feel that he will enjoy the same rates as every other shipper. The kind of traffic on which these bills are based is much more complicated than mailable matter, and the rates, therefore, should be subjected to that much stricter regulation. The question here is what power the government has to enforce the provisions of this interstate commerce act. If this application for an injunction can be maintained, it will make the courts of equity the masters of the maintenance of rates. Such a finding might also prove to be the vitalizing principle of the act. If any departure from the established

rates is made by any of these railroads during the pendency of these orders, the court will take great pains to seek out the offender and provide against further violations."

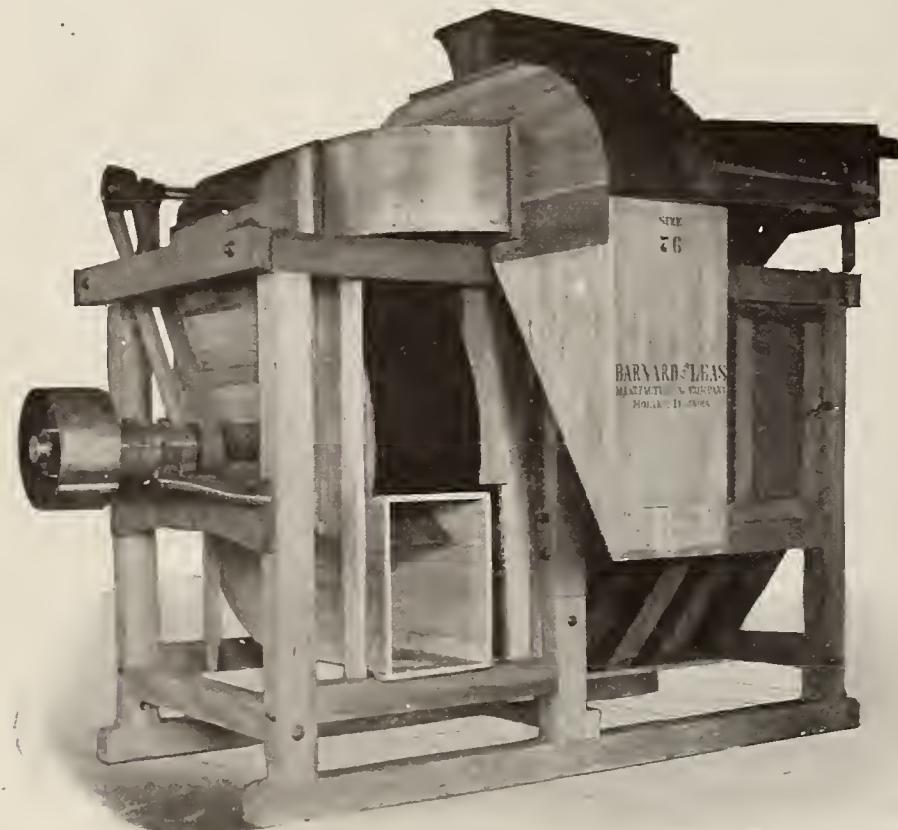
In addressing the court (Judge Grosscup) before counsel for the railroads said no opposition would be made, Judge W. A. Day, for the government, declared that fewer men than can be counted on the fingers of the two hands enjoyed a monopoly in freight rates in the United States when grain and the proceeds of the stock yards and the interests affiliated with them were to be shipped. The railways, he said, ignored all law; and, while the cutting of rates went on prior to the year 1901, during that year the companies became so bold that they openly and brazenly billed the freight at illegal rates, as the government would show. While the regular rate on packing-house products was published at 23½ cents, the government was prepared to show that the favored shippers were given a rate as low as 15 cents, illegally maintaining such tariffs while all the rest of the people of the country were denied them. Judge Day declared further that the same practices prevailed on all traffic generally used for the ordinary necessities

publish export tariffs, for the reason that they had to make rates in conjunction with the ocean rates and the latter fluctuated from day to day. Commissioner Prouty, however, thought that the export rates must be published the same as domestic, and each road in turn was requested to file export tariffs whenever changes are made hereafter.

The export business, Mr. Prouty said, amounted to fully 80 per cent of the total seaboard business, and unless export tariffs were filed it would not be possible to secure the maintenance of any rates to the seaboard.

BARNARD'S ADJUSTABLE OAT CLIPPER AND WAREHOUSE SCOURER.

The oat clipper shown in the accompanying cut has now been in use over a year and has proven to be a very superior machine. One of the features that make it distinctive from other standard machines of its class is found in the manner of adjusting the beaters to scour hard or light while the machine is in motion and the grain passing through. This is a great advantage, since the



BARNARD'S ADJUSTABLE OAT CLIPPER AND WAREHOUSE SCOURER.

of life. He declared such practices to be in open defiance of the laws of the land, and a great restraint upon trade.

On the same occasion Counsel Brooks for the Pennsylvania Lines said of the injunction: "If this proves to be the long-sought method of maintaining rates, the railroads probably will make no objection to the issuance of a permanent injunction. It is a question, however, whether such an injunction could be issued if the railroads fought against it. Here is a resort to a court of equity without any attempt to enforce a law by the other methods prescribed in the law for those violating it. This injunction would deprive a person violating the interstate commerce law of his constitutional right to a trial by jury for a criminal offense."

INTERSTATE COMMERCE COMMISSION AT CHICAGO AGAIN.

On April 1 the Interstate Commerce Commission began another investigation of the rates on grain and packing-house products. The traffic managers of several western roads were examined by Commissioners Yeomans, Prouty and Fifer, Commissioner Prouty acting as interrogator. The examination brought out the fact that few of the roads published their export tariffs, and that if they did publish them they paid little attention to the published rates.

Some of the traffic officials took the position that they were not compelled under the law to

operator can set the machine to scour to any degree desired without liability of mistake and without taking the machine apart.

The discharge of the grain from the machine is another new and valuable feature. Before leaving the machine the grain is discharged from the scouring case into a separate cast-iron chamber, where it is spread the full width of the machine. This, of course, makes the separations more thorough without using so strong a suction and consequently with less shrinkage and loss. The machine is stronger in all its parts than is usual in machines of like capacity, which insures great durability. In short, the makers, the Barnard & Leas Mfg. Co. of Moline, Ill., while not adopting any new or untried method of scouring grain, have spared no expense in making this a leader among the strongest, handiest and most economical of the standard machines.

The Winnipeg Grain Exchange has been notified by G. H. Shaw, traffic manager of the Canadian Northern Railway, that the provisional arrangement made with the Canadian Pacific Railway and J. D. King & Co., for the treatment of grain in King's Elevator at Port Arthur, inspected as unfit for warehousing, has been canceled. Hereafter all grain shipped to the C. N. R. Elevator at Port Arthur, on inspection at Winnipeg, if pronounced by the inspector as unfit for warehousing, will be held at Winnipeg for change of destination to Duluth for warehousing, or such other destination as the owner may direct.—Commercial.

IN THE COURTS

L. Z. Leiter has begun suit at New York against Louis Dreyfus & Co. of Paris, France, for a large sum. No particulars are made public, but the action is said to be another reverberation of the "Leiter deal."

L. B. Pickering of Muncie, Ind., has begun an action for specific performance of contract of insurance against the Grain Shippers' Mutual Fire Insurance Association of Ida Grove. Mr. Pickering claims that fire losses amounting to \$1,264.61 are due him from the Association on his policy.

A verdict for \$76.25 for the plaintiff has been handed down in the famous Wisconsin "mustard seed" case, tried at Kenosha. Years ago Robert Dixon, a merchant, sold to Henry Runkle, a farmer, mustard seed for rape seed. The seed was sown and the Runkle farm was overrun with wild mustard. Runkle claimed damages to the extent of \$10,000.

Petitions have been filed in a chancery court at Nashville, Tenn., by the Delta Bag Company of New Orleans, B. F. Baker of Illinois and others to wind up the affairs of the Nashville Grain & Storage Company. The latter company is alleged to have ceased to do business but to owe about \$10,000, with some assets in the form of grain in its warehouses.

Alanson and Charles Alexander have begun an action against J. Arthur Snell at Providence, R. I., for \$10,000 damages. They claim that in 1899 they advanced to the defendant, a wholesale dealer in hay and grain, \$10,000 to be used for the purchase of hay on joint account, on his representations that from his knowledge of the business he knew the price would advance. They say they have since learned that he applied the money to the payment of certain debts of his own, and thereby saved himself from insolvency.

The Duluth Elevator Company has begun an action in the Supreme Court of North Dakota to test the validity of the present tax levy in that state, in which the company owns grain elevators. The elevator company claims that the equalization board exceeded its authority, etc., and was inequitable in exercising its functions; for example, that the board has no authority to raise some items of personal property in a county and reduce others, or to take any action which is not an equalization, the contention being that the board must raise or reduce all classes of personal property at a given rate, to raise or reduce the personal property of a county to what is deemed a fair valuation. Any action which is not based on this method, the plaintiff claims, is not an equalization, but an assessment, something that the state board has no power to make.

A. O. Slaughter & Co. have given notice that they will bring action on the bond of Joseph E. Bidwill, Charles S. Rannells and Cicero J. Lindley, as railroad and warehouse commissioners of Illinois, to recover \$100,000 losses growing out of the failure of the Chicago Elevator Company. Slaughter & Co. advanced this money on warehouse receipts issued by the Chicago Elevator Company, when Lloyd J. Smith was its manager, and the grain represented was shipped without cancellation of the receipts, leaving the banking firm holding worthless security for its loans. When the company failed this state of affairs was brought to light and A. O. Slaughter & Co. presented a claim for about \$180,000. About \$80,000 of this was paid. Mr. Slaughter takes the position that the grain represented by the receipts he still holds to the amount of \$100,000 was shipped through the negligence of the railroad and warehouse commissioners, who have state control of warehouses. Another phase of the case is suggested by Mr. Bidwill, who says it has been generally understood that the claim of Slaughter & Co. was satisfactorily settled, and that the threatened suit will be over a disagreement about the amount of compensation Slaughter was to have been paid as receiver for the Chicago Elevator Company during the time he acted in that capacity. Mr. Bidwill further said that Russell

Sage, a stockholder in the defunct elevator company, had offered to pay the amount he believed to be actually due Slaughter & Co., but as this amount is unsatisfactory, the whole matter will be adjudicated in the courts. The former warehouse commissioners declare they cannot see where they can be held responsible financially, and they assert the whole matter has been stirred up by Slaughter & Co. for political reasons.

HENRY RIPPE.

Few men in the grain business in Northern Iowa and Southern Minnesota are as well known as Henry Rippe of Fairmont, Minn., whose portrait appears herewith. Not only has he done business in many of the towns of the territory named on his own account or as agent for others, but he has been conspicuous in the local organizations of grain men; and especially at the annual outings has he been one of the leaders of the fun and in making



HENRY RIPPE.

the arrangements which have conduced so much to the comfort and pleasure of others on those occasions.

Born at Dubuque, Ia., on September 23, 1853, he was taken by his parents, in the spring of 1855, to Brownsville, Minn., where his father conducted a store and also bought grain. As early as 1862, when barely nine years of age, young Henry Rippe became a grain buyer on the streets of Brownsville. Being too small to raise the bags of grain himself, the farmers would raise both them and him for the young buyer to grade the wheat, which, however, as a rule, went No. 1 in those days.

His real work of life began in 1870, when he went to Winona to work in the Northwestern Elevator, then the terminal of the Winona & St. Peter road. In the fall of 1871 he returned to Brownsville and went into business with his brother, operating as William & Henry Rippe, in their father's elevator, which they had rented. The following spring, however, his brother's health broke down and as a railroad was built through their warehouse, they discontinued business.

During the following twenty years Mr. Rippe was more or less of a rolling stone—not conforming, however, to the proverb touching such, which must have been constructed by a stay-at-home; for he did accumulate moss. Briefly the years found him engaged about as follows: Season of 1872 at Dodge Center, Minn., in charge for W. A. Patterson; 1873 at Brownsville, for A. McMichael; 1874 at New Albin, for A. McMichael; 1875 at Lansing, Ia., for A. McMichael; 1876 at La Crosse for Hyde & Cargill Company, for a few weeks, after which he was advanced to the agency at Fountain, Minn.; 1877 at Rushford, Minn., for Cargill & Van; 1878 (January) at Decorah, Ia., as buyer for Bassett, Hunting & Co.; 1879 at Dubuque as superintendent of A. & T. McMichael's mixing elevator; 1880 (May) at McGregor, Ia., to assist in building a new elevator with the intention of superintending it, but

in November, 1880, went to La Crosse to assist in building and superintending a new mixing elevator for W. W. Cargill & Bro. Thereafter for a number of years he was connected with the Cargills—season of 1881 as agent at Delavan, Minn.; 1882 as agent at Grand Meadow, Minn., and 1883 as traveling agent. In July, 1886, he went to Grand Meadow to go into business for himself, where he remained until August, 1899, when he again entered the employ of W. W. Cargill & Bro. as traveling agent.

At length, in May, 1892, he became lodged at the pretty little town of Fairmont, Minn., as a member of the firm of Rippe Bros., handling grain and coal. They prospered, but on May 1, 1894, the partnership was dissolved and Henry Rippe became sole proprietor of the business, which now embraces thirteen elevators, ten coal sheds and a good flour mill at Fairmont. Here Mr. Rippe lives and is looked up to as one of the substantial men of the town as well as a leader in its business, municipal and social affairs. His home is one of the finest residences in Southern Minnesota, and there he delights to entertain his friends, who enjoy him as one of the most genial of men, as he is in business one of the most straightforward and honorable.

AFFAIRS OF GEO. H. PHILLIPS.

On March 31 a report on the affairs of George H. Phillips, who failed in January last, was published by the committee representing the Board of Trade creditors. With the report was the submission of a proposition to the creditors by Mr. Phillips.

The report, which was signed by William Nash, George A. Erhart and F. G. Badger, together with the settlement proposition, was mailed to the creditors, who were urged to accept the proposition, which the committee agrees in saying is the best Mr. Phillips can make.

The committee makes the following financial statement:

ASSETS.	
Cash on hand.....	\$ 73,000
Notes of George H. Phillips, secured by trust deed on real estate.....	10,000
Outstanding accounts	103,000
Total	\$186,000

LIABILITIES.	
Due country creditors.....	\$ 41,000
Due Board of Trade.....	127,000
Total	\$168,000

The agreement sent out with this statement provides for the transfer of all the cash and assignments of all accounts to Ulric King for the benefit of creditors. Should the plan be accepted by the creditors, Mr. Phillips will sign two notes, each for \$5,000, due in one and two years, secured by real estate.

Provision is made for an immediate distribution of funds now on hand and of subsequent dividends whenever the amount on hand equals 5 per cent of the indebtedness.

MOVEMENT OF GRAIN IN FEBRUARY.

The February summary of internal commerce, issued by the Treasury Bureau of Statistics, under date of March 28, reports the progress of trade movements in the different parts of the United States for the first two months of the calendar year.

On the Great Lakes there were signs of an early opening of traffic. [Navigation actually opened on April 1.] The Bureau's reports of winter traffic show that 180,106 tons were handled, mostly in translake business, during February of this year, as compared with 168,332 tons during February, 1901. For the first two months of this year the freight carried was 363,525 tons, compared with 368,782 tons in 1901. There were 1,235 arrivals of vessels, representing a registered tonnage of 1,353,699 tons at twenty-four different ports participating in winter traffic.

The trunk line movement of flour, grain and provisions from Chicago and Chicago points eastward for the first nine weeks of the current year averaged 173,068 barrels of flour, compared with

191,975 barrels for the corresponding period of 1901; 1,956,488 bushels of grain, compared with 2,376,444 bushels in 1901, and 26,117 tons of provisions, compared with 22,395 tons in 1901.

At New York the grain and flour receipts for February were 4,998,891 bushels (including flour and meal reduced to bushels), compared with 8,490,092 bushels in February, 1901.

At Boston the receipts for two months of this year (including flour and meal reduced to bushels) were 4,917,904 bushels, compared with 7,326,394 bushels in 1901.

At Philadelphia the reduction is from 6,773,392 bushels of wheat, corn and oats, to 2,444,351 bushels this year.

Baltimore's receipts likewise declined from 5,462,257 to 1,051,838 bushels, not including flour.

G. H. BIRCHARD.

Among the men who have become identified with the mill and elevator building interest of Nebraska is G. H. Birchard of Lincoln, who has been engaged in that line in that state since 1883. He was born in Susquehanna County, Pennsylvania, on December 15, 1857, and learned his trade as millwright in that state. Since going to Nebraska he has acted continuously as superintendent for such builders as W. H. Ferguson of Hastings for nearly



G. H. BIRCHARD.

ten years, and for Kendall & Smith for nearly seven years. He is now in business on his own account. Among his inventions of interest to the grain trade is his Crane Spout for distributing grain to bins from the elevator head.

CALIFORNIA GRAIN GROWERS' ASSOCIATION.

The California Grain Growers' Association met in convention at Sacramento, March 18 and effected a permanent organization by the adoption of articles of association and by-laws and the election of a Board of directors. The Association, which is composed exclusively of California grain growers, was launched at a convention held last September. Since that time six hundred and fifteen members have been secured and \$2,287.50 collected.

The directors held a meeting March 28 and elected the following officers: President, George W. Pierce of Davisville; first vice-president, B. F. Walton, Yuba City; second vice-president, D. Reese, Sacramento.

The object of the organization is the handling of farmers' grain crops with a view to securing reasonable freight rates and correcting abuses that the grain growers have had to contend with. The Association will acquire an interest in the growing crop and will have full power to handle it in any way that may be for the best interests of all concerned.

THE ZELNICKER DOUBLE CLUTCH CAR MOVER.

Walter A. Zelnicker in St. Louis manufactures a new labor-saving device for moving cars, as shown in the accompanying cut. It is constructed in such a way that the concave block which comes in contact with the outer rim of the wheel turns it, but does not lift it, as is the case with other car movers.

The hooked lever which works under this block makes it very easy to operate. Instead of bearing on the rail where it has become case-hardened on top from the wear of the wheels, it has V-shaped bits which catch the side of the rail where it is always soft. These bits are beveled in such a way



THE ZELNICKER DOUBLE CLUTCH CAR MOVER.

that they cannot slip, and in sliding along the rail, following the car after it is started, they sharpen themselves.

This tool is very durable, being made entirely of malleable iron and best tempered steel. It weighs about 18 pounds and certainly ought to pay for itself in a very short time. Mr. Walter A. Zelnicker in St. Louis, who offers to send this mover absolutely on trial, claims to be the fastest growing railway, mill and factory supply house in America. He is rapidly pushing to the front in his line and is always on the outlook for good customers.

MODERN COMMERCIAL TENDENCY.

[A paper read by W. S. Washer of Atchison, Kan., at the annual meeting of the Kansas Grain Dealers' Association, held at Topeka, on March 25-26, 1902.]

The world of to-day witnesses a period of the greatest activity in history. New and novel ideas are the rule, rather than the exception. In the realms of learning, in the fields of art and science, in the sphere of successful inventive genius, and in the province of commerce and industry and their various ramifications, affairs are conducted upon a scale marvelously great. The mind of man, receptive by nature, becomes almost blunted by the continuous impact of new ideas hurled against the mental consciousness. Living in the midst of these wonderful conditions, the business man is chiefly interested in those affairs which directly and materially affect himself. In the midst of all these things there is nothing more wonderful than the remarkable state of activity in the industrial and commercial world of to-day. Since we are business men it is meet and right that we should study conditions understandingly and try to comprehend the potent forces at work, and whether they are tending.

We have but to review the past of the grain trade and to compare it with its present state to comprehend the revolution that has taken place in all lines of commerce and industry. Formerly the business was widely diversified; and the grain moving from the producer would pass through many hands upon its journey to the consumer. But gradually the process has been simplified until now but two or three changes of ownership suffice to carry the grain from the farm to its ultimate destination upon foreign shores. That this process of simplification has tended to stimulate both production and consumption is unquestionable. The changes in our own business are indicative of the evolution that has been in progress in all lines of commercial activity. The tendency everywhere has been to cheapen the cost and to increase the volume of production, to stimulate consumption, and to afford the middleman greater

profits because of the enormous increase in the bulk of the business that he handles.

Whether it be for good or for evil, it is a patent fact that we must recognize that this is the age of the centralization of energies. It has been a development from the cross-road general store to the great emporium of our cities. It has been an evolution from the forges of our forefathers to that enormous and wonderful concentration of brains, energies, wealth and resources, the United States Steel Corporation. By these same tokens, it was a logical thing for the goods manufacturers of New England to move their mills into the cotton fields of the South. Economy of production and ease of access to natural markets have all combined to create the enormous volume of the world's

exports of the company, who have had the scheme under consideration for some considerable time, to secure options from canal boat owners at Buffalo, Rochester, Syracuse, Troy, Utica and other points on the waterway, and Mr. Stillwell is reported as having said that options had been obtained prior to March 25 on about one-half or two-thirds of all the available boats.

BALTIMORE GRAIN EXPORTERS AROUSED.

The marked depression in Baltimore's export grain trade has resulted in the formation of a permanent organization of grain shippers of that city. The organization is to be known as the Grain Shippers' Association and will make a strong effort to again bring the grain exports of Baltimore up to former high levels.

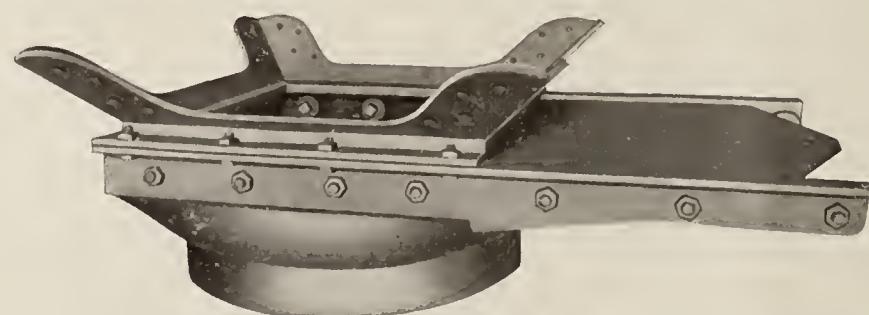
The decline in grain exports from that port is accounted for in a number of ways, but the exporters themselves are reticent about discussing the causes of the slump in the business. The short corn crop of the present season is one of the causes, according to well posted men. Heretofore the corn crop has sufficed to fill in the dull season when comparatively no wheat was being moved from interior points for foreign markets. This season there has been little or no such traffic and vessel men, rather than have their ships tied up at the wharves waiting for cargoes, have placed their boats in other lines of trade and they are now sailing from other ports. Discriminating freight rates are also said to be partly responsible for the falling off in Baltimore's export business.

All the grain-exporting firms in the city are identified with the new association. They include Gill & Fisher, Hammond & Snyder, the Maryland Exporting Company, Louis Mueller & Co., the Smith-Gambrill Company, George T. Gambrill and Chas. P. Blackburn & Co. Blanchard Randall, of Gill & Fisher, has been elected chairman and Frank Frieck, Jr., manager of the Maryland Export Company, secretary. A committee, consisting of J. Collin Vincent, Ferdinand A. Meyer and George L. Jackson, was appointed to gather statistics regarding present conditions and report as soon as possible.

NEW SCALE HOPPER BOTTOM.

Constant improvements in grain handling machinery are putting elevator equipment and building into the class known as "exact science."

The accompanying cut is an improved scale-hop-



SKILLIN & RICHARDS MANUFACTURING COMPANY'S NEW SCALE HOPPER BOTTOM.

energies and sharpen our various wits, then shoulder to shoulder march forward into the battle for success and the struggle for the world's commercial supremacy.

TO CONTROL ERIE CANAL TONNAGE.

The law limiting the capitalization of New York canal forwarding and transportation companies to \$50,000 having been repealed, a new company has been incorporated at Utica known as the New York & Western Transportation Company, with capital stock of \$300,000, by George W. Stillwell of the Inland Transportation Dispatch of Utica, and others, including Henry Gallagher, George E. Morris, Paul A. Rochester, George W. Myers, George A. Clark and George S. Gallagher of New York and Joseph C. Tone of Rochester.

Efforts are now being made by the representa-

per bottom, with roller slides, a new specialty of the Skillin & Richards Mfg. Co., Chicago.

The device is made for delivery into a distributing spout. They are also made with a revolving spout on the bottom. Its advantages consist in ease of operation, inability to clog up and absolute freedom from leakage.

On March 29 Portland, Ore., had afloat between that city and Queenstown no less than 82 sailing vessels loaded with approximately 8,000,000 bushels of wheat.

An Iowa contributor to a Britt paper says: "Our grain buyers are on bad terms at present. Well, we know the reason why. A farmer who had a large field of corn, having no crib, put it in a pile. Now he offers it for sale and none of the buyers feels like giving a bid. We do not know who will get it, but we pity him, whoever he is."

IMPROVED METHODS IN WEIGHING AND HANDLING GRAIN.

[A paper read by H. A. Foss, chief weighmaster of the Chicago Board of Trade, at the annual meeting of the Kansas Grain Dealers' Association at Topeka on March 26, 1902.]

Although in many lines of human thought and endeavor there is little "new under the sun," at the same time, in the particular line of handling grain, the century just closed showed an extraordinary revolution. Through all the ages up to this time, the methods of transportation and handling have largely involved manual labor, so that

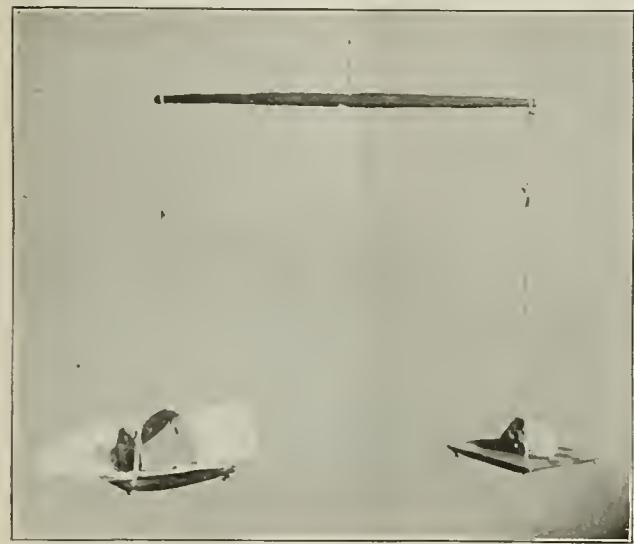


FIG. 2. BUTTER SCALE.

the unit has been limited by human strength, but in this age of machinery, there is no more remarkable advance than that shown in reaching the market and filling the demand for products with the minimum of expense and the maximum of speed, especially at terminal points.

The old methods were not only slow, but extremely wasteful; for the spilling of a few grains out of a small measure would aggregate much more than the more evident waste shown in our larger methods. I have brought with me examples of primitive methods of weighing, and also some of the earlier mechanical contrivances that were destined to do away with hand labor in loading grain. I also intend to show you photographs that represent the latest results of the genius of the age in the lines of handling and transportation.



FIG. 1. CHINESE STEELYARD.

Before introducing one of the most important factors in the problem, modern scales, we should consider the causes that have practically wiped out the old system of count and measure, although the useless and senseless bushel unit has been retained.

At the time when these measures were established, manual strength, as before stated, furnished the unit; the system of trade was largely barter without centralized clearing points, and scales were scarce and cumbersome. After a monetary standard succeeded, barter and trade became differentiated and centralized, and especially after machinery displaced the unit of human strength, it was found that much more equitable results could be obtained by weighing than by measuring. There could not be a correct carload or boatload unit added to the old table of pints, quarts, pecks and

bushels, and so the scale came more into use. It but remains to drop the bushel for the cental; or, better yet, to accept the inevitable as soon as possible and join the metric system progress of the world.

There is no use trying to look back to the origin of scales. They were a necessary factor of the earliest civilization, and in their simpler forms were as universal as pottery. In the Egyptian Book of the Dead, traced back over 6,000 years, the soul of the departed is taught to justify itself before the gods by a "negative confession" in which it remarks under oath:

"I have not added to nor diminished the measures of grain."

"I have not added to the weights in the balance."

"I have not nullified the plummet of the scales."

If in the future this audience happens to land before the Egyptian courts, I hope and trust that you may all justify. However ancient the balance and the practices that call for such justification or such perjury, we can claim a tremendous advance in accurate and rapid wholesale methods of weighing within the last few years.

Our ancestors seem to have been among the most backward in their methods of weighing, just as we, among civilized people, are still the most backward in our complicated system of weights and measures. The old English scales, which are still in use, were largely based on the simplest form of balances which required a weight equal to the amount to be weighed, discarding entirely the greater value of the mathematical proposition of the steel yard. To give you a simple illustration of this, I have in Fig. No. 1, a Chinese steelyard scale, the date of the invention of which is as much a mystery as most dates that concern that ancient civilization. In California to-day, as in China, the

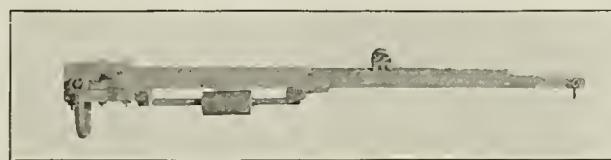


FIG. 3. WOODEN SCALE BEAM.

fish and vegetable peddler sells the contents of his baskets which he carries on his back by weighing them on just such a steelyard scale as is here shown. This Chinese scale has two fulcrums, or points of suspension, and the rod or beam is graduated along the top or side. The bearings are made of cord or rope, instead of steel, as in the case of modern steelyards, but it is scientifically serviceable and reasonably accurate.

The balance scale shown in Fig. 2 was taken from a woman butter vender in Ontario, who used a stone balance which was supposed to weigh a pound, but being found to be short the scale was confiscated, to the great loss of the merchant in prospective profits, if not in the value of property taken. When the lady was called upon for one-half pound, she cut the pound in two in the middle or near the middle, and she could weigh any number of pounds consecutively if time hung as heavy as the boulder. She doubtless would have had a fine and fitting scorn for the ignorant heathen and his steelyard.

The first platform scale was patented in England in 1774 by James Edgell; the second one was patented in England by one Salmon. The first American patent for machines to weigh heavy loads was granted in 1831. This was the same year Chicago was organized and thirty years before Kansas became a state and Topeka made its capital. This patent was closely followed by others covering wagon, track and hopper scales. These have been continuously improved and enlarged to keep pace with the advance in other lines. I have in Fig. 3 an old wooden beam, which was in use about 80 years ago. The balance ball is underneath and in front of the forward bearing pivot, instead of behind, as on all modern beams. The poise is not connected with the beam and can be lifted off.

There are a great many recording devices used

on modern scale beams. These, when not attached to the weighing mechanism, record accurately the amounts indicated on the beam and hanger and eliminate the slips of memory and the common error of transposed figures, and they have our hearty indorsement.

Less than forty years ago track scales were made 28 feet long, with a capacity of only 20 tons. Track scales are now made with the capacity ranging from 60 to 100 tons and from 36 to 120 feet in length. I will present you with a curiosity in Fig. 4, which is a picture of the largest scale in the world. It was erected in 1849 on the Erie

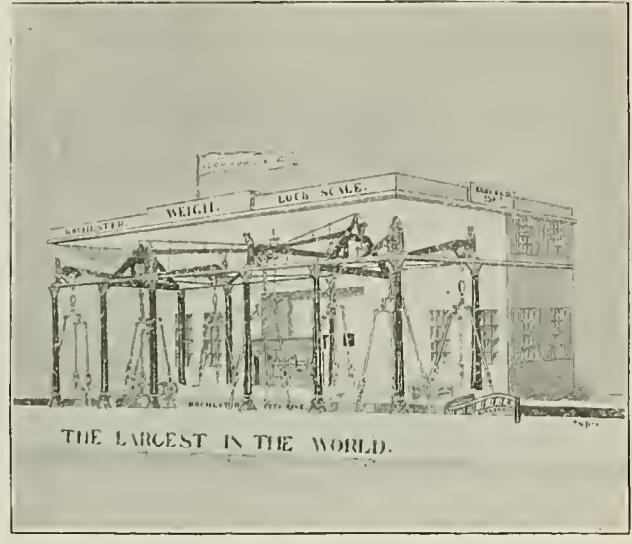


FIG. 4. LARGEST SCALE IN THE WORLD.

Canal, and used for ascertaining the tonnage of canal boats by weighing the boat and its load. The capacity of this scale is 1,200,000 pounds, and I am told it is still in use. Just why the state of New York should have built a scale to ascertain the tonnage of boats is a mystery to me, as almost any schoolboy knows how to figure vessel tonnage by displacement, which method would have done away with the immense expense incurred in building and operating so large a scale. This might possibly have been one of the boodle schemes which have been so numerous in the political management of the Erie Canal.

The first hopper scale used in Chicago had a capacity of about four bushels; at least, all the records that I can find show that four bushels were the largest draft weighed on this scale. Fig.

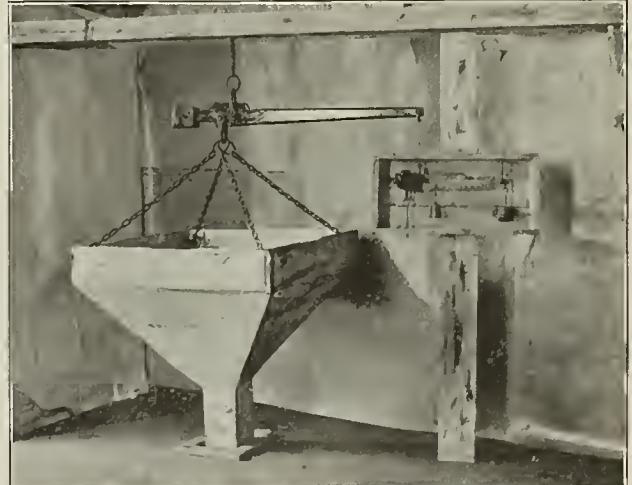


FIG. 5. REPLICA OF CHICAGO'S FIRST HOPPER SCALE.

5 is a picture from a photograph of one similar to the one in question. The largest hopper scale now used by us is of 1,600 bushels' capacity (wheat) or 96,000 pounds. My opinion, based on experience at Chicago, is that the maximum of the best working hopper scales (steel elevators excepted) is from 1,000 to 1,200 bushels' capacity. We have never known in our experience of a garner being too large or having too free a clearance. I might also add that these large scales should have steel bearing planks. This we have advocated, and it has been put in operation with perfect satisfaction by several Chicago elevators. Among the improvements that have been most instrumental in benefiting the shipper of grain who settles on terminal weights are these large hopper scales, with a garner of sufficient size and a receiving sink that

allows all the grain to fall directly from the ears to the bottom of the sink or boot. These three devices serve alike the shipper, the buyer and the elevator operator, as they minimize error, prevent delays and save much labor.

My remarks on scales, which are such an important factor in the grain trade, have not been confined to grain scales, for the grain trade has furnished but little of scale history. In concluding this part of my talk, I would mention other weighing devices that have come under the notice of my department. Self-registering and computing scales require added friction and are, therefore, inherently less accurate than those with ordinary bearings.

It seems strange that when the principles of the



FIG. 6. OLD SCREW CONVEYOR.

balance scale are so well known and so simple of adaptation to all sorts and amounts of work that such an uncertain and varying device as the spring scale should find a place. We have but to consider the allowance made for expansion and contraction in all engineering involving metals and the checks and balances needed to regulate a watch spring to show how inaccurate such scales must be. When we realize the effect of rust on the action of a spring, it does not need the proof of testing to show the unfitness of the spring balance, except as a rude approximation, suitable as a foundation for fisherman's fables.

The Chicago Board of Trade, which was organized in the spring of 1848, with a membership of only 82, was largely instrumental in securing the introduction of the system of measuring grain by weight, which initial step opened the way for the subsequent great improvements in the



FIG. 7. JUMBO TRANSFER CAR.

methods of handling grain. It was also a strong advocate of the cental system, which is that of computing by the hundredweight, instead of by the bushel. If the cental system were made a national medium of settlement, the confusion resulting from the bushel method would be eliminated, and there would be a saving of time, worry, labor and expense. This is a matter that should be considered by all those interested in the grain business.

Having given you some idea of the improvements that have been made in scales, I must not neglect comparing the modern elevator and the methods of handling grain with those of 60 years ago.

In 1838, the first shipment of wheat (78 bushels) was made from Chicago via the lakes. The historic 78 bushels were shipped in bags to Buffalo

on the steamer Great Western, by Mr. Charles Walker, of Walker & Co. The second shipment of wheat from Chicago was from Newberry & Dole's grain warehouse in 1839, which was the first one in Chicago, and was situated at the north end of Rush street bridge. This shipment comprised 3,678 bushels, and was bought from farmers' wagons and hoisted by hand power to the upper story of this warehouse, pulley-blocks and ropes being used. It was then transferred to the brig Osceola, from bins in the upper story by forming a line of men who passed the grain in buckets, precisely as bucket-lines were used to pass water at fires before the introduction of fire engines. It was then poured through a spout to the deck of the vessel and into boxes holding four bushels. These boxes were then carried to the hold of the vessel by two men.

This firm (Newberry & Dole) afterward built and operated another warehouse and elevator, but on account of increase in business, man power gave way to horse power in the elevating and transferring of grain. A bucket-belt, not unlike those now in use, was used to raise the grain to the upper story. The endless treadle on which the horse traveled was in the way and besides it made a great deal of noise, hence this tramway was transferred to the upper story and with straps and pulleys a party of sailors also transferred the faithful horse to the upper floor, where he lived and traveled for seven years without ever setting foot on terra firma.

The use of steam power in the place of horse power was not applied until 1848. The next ten or fifteen years were not marked by any special improvement in the methods of handling grain, but it was during the subsequent period that the greatest strides were made, not only in grain elevating devices, but also in railroad equipment.

As late as 1867 farmers delivered their grain in sacks to the grain merchant, according to the late Mr. F. H. Peavey, who himself carried a great deal of grain on his back and stacked it up in his early warehouses. Sacking still continues to a certain extent among some of the farmers in the Mississippi Valley country, when wheat is high and also in case of some other expensive grain and seeds, but it is not at all the common practice. On the Pacific Coast, however, sacks are still in universal use, and have evident advantages as an offset to the expense and comparative difficulty of handling. The grain is thrashed in the field by immense reapers and run through a chute into the sacks, and the only hand-work done is to sew the tops of the sacks and roll them off the machine while the harvester is traveling. These sacks are picked up after the field is finished and stacked up during the rainless summer, until they are loaded and hauled to the dock for shipment or to the mill. The warehousing in this case is all shed room on the ground, and with the modern derrick handling, there is not as much hand labor as might be expected. It is impossible to mix or in any way change the grades of this grain, and the question of waste, except from rats and accidental cuts or tares, is entirely eliminated. It is interesting to note that all grain handling on the coast is conducted under the cental system.

The advance in housing grain in bulk so as to load, unload, weigh, clean and ventilate it in great quantities, is the achievement of a single generation. Between the board bin of the farmer and the bitumen-coated pits of ancient central Asia, or the stilted acorn storehouses of the Digger Indians, there was little to choose. Probably the pits were the best.

Almost in our time were first erected as a wonderful relative improvement the old-fashioned, flat-bottom bin, horsepower warehouses, with their small scales and little elevating legs, which would raise from but 200 to 600 bushels an hour. These have been superseded by large, steam-power elevators. The standard terminal elevators of today have a capacity ranging from 500,000 to 2,500,000 bushels, with legs that will elevate from 5,000 to 25,000 bushels an hour, with scales that will weigh a carload at a single draft and also with modern loading spouts with a drop of from 60 to 80 feet, through which corn can be loaded into cars

at an average of 16,000 pounds per minute. At this rate cars of 80,000 pounds' capacity can be loaded in five minutes.

The hand scoopshovel at terminal points is also a thing of the past. Steam shovels have replaced it, and now unload a car in from seven to fifteen minutes. And neither spill, waste nor grunt, as did the scoop and the scooper.

The old screw conveyor saved much labor in its day and was considered as nearing the mark of perfection, but this, too, will soon be buried among the bygones, outclassed by the belt conveyor, which can do the work of several screws with less power. Fig. 6 is a portion of an old screw conveyor, which was used about forty years ago for transferring



FIG. 8. 100,000 CAPACITY CAR.

wheat. It is made entirely of wood, the paddles being driven into the shaft. [This has been succeeded by the belt conveyor familiar to readers of this paper.—Ed.] Rope drives have revolutionized the system of power transmission and are fast taking the place of belt and chain drives.

Fig. 7 is a picture of the old-fashioned Jumbo, which was formerly used in Chicago for transferring grain from one car to another. The car to be unloaded was placed on one side of the Jumbo and the empty car into which the grain was to be transferred on the other. The grain was shoveled into the boot and elevated to a hopper scale situated in Jumbo's bowels. It was then weighed, re-elevated and spouted into the empty car. This system was very unsatisfactory, for the reason that the Jumbo had to be moved along the line of cars



FIG. 9. STEEL-BOX GRAIN CAR.

to be served, continually jarring and disturbing the level of the scale, and rendering accuracy impossible. Jumbo and his "works" have been abandoned for the modern transfer elevator, not so picturesque, perhaps, but capable of doing its allotted task well.

The advance in railroad equipment during this period has been even more marked than that of grain elevating machinery. Less than half a century ago, 20,000 pounds was considered a large carload of grain. Now the capacity of cars ranges from 30,000 to 100,000 pounds. Fig. 8 is a picture of one of the new 100,000 capacity cars, with modern rabbeted or overlapping doors, which when closed are flush with the side of the car, thus strengthening weak grain doors. Fig. 9 also is a picture of a steel box car of 80,000 pounds' capac-

ity, and although not yet in general use, it promises to be the car of the future. This particular car shown has been in use nearly two years and has never had any repairs on the box and has never been charged with any shortages.

The old struggle between rail and water is by no means settled in the land route's favor. It would have been long ago had not improvements in speed, capacity and machinery kept pace with railway equipment. As I stated before, the first vessel (the brig Osceola) to take bulk grain from Chicago sailed in 1839. This load of 3,678 bushels of wheat was considered marvelous at the time. The size of vessels greatly increased; and in 1866, the schooners Erastus Corning and Graves created a great stir by carrying 40,000 bushels each. It was thought then that the limit had been reached. Developments, however, proved this to be an incorrect conclusion, as it is now a common occurrence for vessels to carry from 200,000 to 360,000 bushels. On October 15, 1901, the steamer Holden loaded at a Chicago elevator with 362,000 bushels of oats. Another record-breaking cargo was on October 9, 1900, when the steamer Simon J. Murphy took 269,000 bushels of corn or 7,532 tons.

To illustrate the improvement in grain transportation, I will give you the following figures on the latter cargo: It would take 753 of the 28-foot-over-all, 20,000-pound-capacity cars, such as were used when I first entered the grain business, to carry this cargo, which, if made into a train, would be about four miles long.

The water routes are by no means out of date, and if that portion of river and harbor appropriations now wasted in useless local jobbery were honestly applied to well recognized trade routes, there would be still greater improvements and lower rates to the seaboard.

DIRECTORS' MEETING OF THE GRAIN DEALERS' NATIONAL ASSOCIATION.

A call issued by Secretary Stibbens to the directors of the Grain Dealers' National Association and to presidents and secretaries of the various affiliated state associations resulted in a well-attended meeting in Chicago, Ill., March 28 and 29.

The following were present at the meeting: President Thos. Costello and Secretary H. C. Mowry of the Illinois Grain Dealers' Association; President E. H. Wolcott and Secretary S. B. Sampson of the Indiana Grain Dealers' Association; President J. A. King and Secretary Geo. A. Wells of the Iowa Grain Dealers' Association; President L. Cortelyou and Secretary E. J. Smiley of the Kansas Grain Dealers' Association; Secretary Col. C. T. Prouty of the Grain Dealers' Association of Oklahoma; Secretary H. B. Dorsey of the Texas Grain Dealers' Association; Secretary W. L. Parrish of the Northwest Grain Dealers' Association; President D. Hunter and Secretary Geo. A. Stibbens of the Grain Dealers' Union of Southwest Iowa and Northwest Missouri; Directors Arthur R. Sawers, Chicago; C. M. Barlow, Kokomo, Ind.; J. B. Newman, South Milford, Ind.; A. W. Loughry, Monticello, Ind.

In the absence of President B. A. Lockwood and Vice-Presidents T. P. Baxter and H. S. Grimes, the meeting was called to order by Secretary Stibbens. On motion by L. Cortelyou of Muscatah, Kan., E. H. Wolcott of Wolcott, Ind., was appointed chairman, who, on taking the chair, expressed his thanks for the compliment shown in his selection for chairman.

Secretary Stibbens read letters from E. A. Grubbs of Greenville, Ohio, and Secretary J. W. McCord of the Ohio Grain Dealers' Association.

Chairman Wolcott announced that a committee, representing the municipality and various commercial organizations of Memphis, composed of N. S. Graves, secretary of the Merchants' Exchange of Memphis, T. B. Jones and A. E. Malone, were present, who wished to present the invitation of that city as the place for holding the annual meeting of the National Association. The claims of Memphis as a hospitable city were presented by the committee, and on motion by C. T. Prouty it was

declared to be the sense of the meeting that the next annual convention of the Grain Dealers' Association be held in Memphis, provided, that in the meantime satisfactory arrangements could be made regarding transportation, etc.

Proceeding to the regular order of business, a paper was read by Geo. A. Wells on the "General Policy of Dealing with Railroads and the Public."

Papers were also read on this subject by Geo. A. Stibbens and H. C. Mowry.

I. P. Rumsey, on behalf of the Chicago Board of Trade, invited the officers and directors of the National Association and officers of state associations present to meet at the rooms of the Union League Club upon adjournment and also to take dinner at the club rooms at 7 o'clock in the evening.

The next subject on the program was "Arbitration and Adjustment of Differences Between Shippers and Receivers." Papers on this subject were read by H. B. Dorsey, S. B. Sampson and G. A. Stibbens.

Mr. Dorsey stated that in arbitrating a difference he thought that both shippers and receivers should be on the arbitration committee, and thus both sides of the case be represented. Mr. Wells was asked if the rules of the Iowa Association provided that a member shall arbitrate a case if the request comes from someone outside of the Association. He replied that they did, the only difference being that the non-member was required to pay \$10 instead of \$5.

An adjournment was taken at 5 p. m. to meet at 10:30 the following morning.

SATURDAY MORNING.

In the absence of Mr. Wolcott, who had left the city, L. Cortelyou was elected chairman of the meeting, which was called to order at 10:30.

O. T. Hulburt, representing the Chicago Board of Trade, brought before the meeting the subject of sending a telegram to the committee on War Revenue of the House of Representatives urging that the bucket-shop war tax be retained. A telegram to that effect, signed by the various presidents and secretaries of the state associations, was sent to the committee.

A paper on the subject, "Method of Discouraging Scoopers," was read by Geo. A. Stibbens.

At the afternoon session, which convened at 1:45 o'clock, Mr. Graves, Mr. Jones and Mr. Malone being present, the chairman asked again for an opinion as to where the next annual meeting of the Association should be held. After a short discussion a motion was put before the meeting and carried to affirm the previous action taken that it be the sense of the meeting that the next annual convention of the Association be held in Memphis, provided proper arrangements could be made.

Geo. A. Stibbens opened the discussion of the subject, "Dissemination of General Information to Members."

Col. C. T. Prouty followed with an address.

The next subject on the program was the "Method of Working Influences to Correct Abuses at Terminal Markets." Secretary Stibbens read a paper on this subject and also a paper prepared by J. W. McCord of Columbus, Ohio, who was unable to be present.

W. L. Parrish of Winnipeg, Man., as secretary of the Northwest Grain Dealers' Association, made application for membership in the National Association and was admitted.

A motion prevailed that the secretary of the Grain Dealers' National Association be authorized to call meetings of local secretaries of associations now affiliated with the National Association.

The date for holding the next annual meeting of the Association was fixed for October 1, 2 and 3, 1902, after which the meeting adjourned.

THE DINNER AT THE UNION LEAGUE.

The dinner at the Union League Club was tendered the officers of the various grain dealers' associations represented by the entertainment committee appointed by the Chicago Board of Trade. This committee consisted of I. P. Rumsey, chairman; Wm. N. Eckhardt, Adolph Gerstenberg, E. L. Glaser, E. W. Bailey, H. B. Slaughter, C. B. Price, W. H. Chadwick, E. B. Baldwin, R. S. Lyon and R. E. Pratt. After a short time passed socially, the

guests, numbering about 30, took their places at the Round Table in the Tower. Music was furnished by the Philharmonic Quartette. After full justice had been done to one of the Club's elaborate menus, a short time was given to speechmaking. The toasts were all voluntary, with no set program. I. P. Rumsey acted as toastmaster, and speeches were made from among the guests of the evening by E. H. Wolcott of Wolcott, Ind.; H. B. Dorsey of Weatherford, Tex.; W. L. Parrish, Winnipeg, Manitoba; Col. C. T. Prouty of Kingfisher, Okla.; Mr. Elmore of Albany, N. Y.; N. C. Graves of Memphis.

Those responding from the Board of Trade were: I. P. Rumsey, C. B. Price, R. S. Lyon, Adolph Gerstenberg and John Hill Jr.

TANK ELEVATORS IN CANADA.

The Steel Storage & Elevator Construction Company of Buffalo is extending the capacity of the Canadian Pacific Railway elevator at Fort William by 1,500,000 bushels, and will construct another steel house for the same company at the same place of 3,000,000 bushels' capacity.

The same company is at work on plans for a new elevator for the Canada Atlantic Railway at Depot Harbor, Parry Sound, with 2,000,000 bushels' capacity.

DOTS AND DASHES.

Contrary to the rule at this season, wheat receipts at Duluth are much below normal.

The river and harbor bill carries appropriations amounting to \$60,700,000. And Senator Carter is now an "ex."

There is a growing sentiment in Minneapolis, it is said, in favor of a law for Minnesota similar to that of Illinois, making deals in puts and calls illegal.

A Spokane company is planning to construct an aerial gravity tramway from the Big Bend plateau to a point near Entiat, on the Columbia River, to open up the Waterville grain section of the Big Bend country.

The first sentence under the new ordinance prohibiting the sweeping of railway cars was imposed by Judge Dickinson at Minneapolis on March 19. Joseph Shubert was found following his old practice of sweeping wheat in a car, and he was arrested. He promptly pleaded guilty and was fined \$10 or ten days.

The latest canal project is a ship channel from Michigan City, Ind., to Toledo. Jas. S. McConnell, a Chicago lawyer, has projected the scheme, which he estimates would cost only \$70,000,000 for a channel 300 feet wide at the surface by 150 at the bottom and 35 feet deep. The length of the canal would be 175 miles, with no locks.

San Francisco market reports note a heavy movement of beans in that state, no less than 10,000 bags having been shipped chiefly to the Southwest between March 1 and 15. Receipts increased after the freshet in Sacramento River, the country holders desiring to get stock into safely dry quarters. The beans were mostly going into store and not on the market.

J. F. Merry of St. Louis is said to be promoting a new barge line to run between Sioux City and St. Louis, in connection with which it is proposed to establish a system of grain elevators in the northwestern grain district to aid in securing control of the grain raised in the district, and a system of electric railways which will carry the grain from the elevators to the river stations.

The Senate has passed the irrigation bill, providing that all moneys received from the sale of public lands in Arizona, California, Colorado, Idaho, Kansas, Montana, Nebraska, Nevada, New Mexico, North and South Dakota, Oklahoma, Oregon, Utah, Washington and Wyoming, beginning July 1 last, be devoted to the construction of irrigation works for the reclamation of arid lands, the work to be done and the money expended under the direction of the secretary of the interior.

COMMUNICATED

[We invite correspondence from everyone in any way interested in the grain trade, on all topics connected therewith. We wish to see a general exchange of opinion on all subjects which pertain to the interest of the trade at large, or any branch of it.]

THINKS IT A GOOD PLAN.

Editor American Elevator and Grain Trade:—I am quite sure that the suggested method of having the grain dealers' associations' secretaries compile crop reports is a good one. It meets with my hearty approval. No doubt a report of this kind would be more correct than the present way.

Yours respectfully, J. A. CARDEN.
Winfield, Iowa.

GRAIN THIEF IN JAIL.

Editor American Elevator and Grain Trade:—The man that was caught stealing grain in the P. & G. yard, that I spoke about at the grain dealers' meeting at Topeka, was held to the Criminal Court under \$1,000 bail, and is now in jail. We are keeping very close watch of such cases as this and we hope with the co-operation of the railroads to break up this stealing.

Yours very truly, J. G. GOODWIN.
Kansas City, Mo.

GOVERNMENT REPORT VERY UNRELIABLE.

Editor American Elevator and Grain Trade:—The government crop report, while it is the best that we can get at the present time, is certainly very unreliable. I believe that the grain dealers could gather statistics through their different associations that would be far more reliable than the government report, and I believe that we should have a bureau of this kind.

Yours truly, THOS. COSTELLO.
Maroo, Ill.

CROP REPORTERS SHOULD BE PAID.

Editor American Elevator and Grain Trade:—The government, in our judgment, ought to secure very capable men as crop reporters and pay them salary enough to justify thoroughness in ascertaining the amount of grain held in farmers' granaries. It should not be left, as we understand it is at present, to those who are not particularly interested in getting the absolute facts.

With kind regards, we are
Yours very truly, COLLINS & CO.
Cincinnati, O.

WORTHY OF A TRIAL.

Editor American Elevator and Grain Trade:—In my opinion the manner of obtaining crop statistics by the government is at fault somewhat. In fact, in the last few years the trade generally has lost confidence in it.

If arrangements could be made for the secretaries of the different local grain associations to glean from their membership exhaustive reports, condense them and give them to the secretary of the national association, who, where no local associations exist, would correspond with reliable grain dealers, condensing the whole into one report, it is my humble opinion that such a report would be far more reliable than the present government report. At least, I think it is worth a trial.

Yours truly, W. H. COULTHARD.
McClusky, Ill.

INFORMATION SHOULD COME FROM GRAIN DEALERS.

Editor American Elevator and Grain Trade:—There could be no better way of securing statistics for the government crop report than through actual grain dealers, who could furnish same to the secretaries of the various grain dealers' associations and they to the government officials. It would simplify matters and be very nearly accurate.

If I am not mistaken, the reports are now sent in by some of the county officials, many of whom have no idea at all about the crops, nor are the county seats the places to get that information from, as very little grain business is done in most of them, aside from local consumption, on account of their size.

In my opinion the right channel through which to get accurate statistics and information, such as

the government report is made up of, is through the grain dealers' associations.

Yours truly, S. J. CLAUSEN.
Clear Lake, Iowa.

WOULD DEALERS' REPORTS BE DISINTERESTED?

Editor American Elevator and Grain Trade:—We are not familiar enough with the advantages and disadvantages of the government crop report to give an opinion on its comparative worth. It has always seemed to us that the government report should be the best, on account of its being disinterested.

We think the crop reports could be handled better by the grain dealers, but individual interests would be more likely to influence the reports.

Yours very truly, G. E. ADY & CO.
Denver, Colo.

POOR PROSPECT FOR WHEAT.

Editor American Elevator and Grain Trade:—I do not think that the secretaries of the various grain dealers' associations could get any better or more correct crop report than is furnished by the government.

My reason for so thinking is that all grain dealers are born hulls. They are influenced on the prospect by the way they want the market to go.

I think that 50 per cent of our wheat here now is dead and unless we have plenty of rain within a month, one-half of what is now standing will be gone.

Respectfully, J. P. CUMMINGS.
Sabetha, Kan.

AT LEWISTON, MINNESOTA.

Editor American Elevator and Grain Trade:—I have charge here of one of Wm. G. McCutchen & Co.'s elevator and implement houses. The company installed a 6-horsepower Racine Gasoline Engine, also a No. 1 Little Victor Corn Sheller and Cleaner combined. The house was also given a good general overhauling.

On account of increased business we will put in a larger elevator leg this season and thus be able to handle the grain faster. So far on this crop the company has shipped 96 ears of grain from Lewiston. In my opinion the 1901 crop in this vicinity is about all sold. Spring seeding has not commenced as yet (March 25). The roads are so muddy as to make it impossible to market grain if there was any left to be sold.

Yours respectfully, D. F. SMITH.
Lewiston, Minn.

FROM THE ARGENTINE.

Editor American Elevator and Grain Trade:—After considerable difficulty in getting possession of the site, the Central Argentine and the Buenos Ayres & Rosario railways have really got to work on their large system of grain elevators and warehouses in the Port of Buenos Ayres, and part of the system will be ready for work this year. The shipping blocks have a dock frontage of over 400 feet, and there are to be large storage blocks connected by bridges and situated behind extensive siding accommodation. All the buildings will be of fireproof construction, the silos and floors being of concrete, strengthened with expanded metal, and there will be storage capacity for about 4,000,000 bushels of grain. About one-third of this storage will be in the silos, and if later on the handling of grain in bags goes out of fashion, the other buildings can be converted.

Although there are many advantages in handling grain in bags in a country where labor is cheap and qualities various, it is strange how slowly better methods are developed. Shippers think that grain carries better in bags; and as the only real speculator who holds grain for a rise is the country farmer, who grudges the smallest payment for storage, there is not much inducement to build station elevators. A pile of bags can be easily protected from the weather, either on the farm or at the station; and when there is much uncertainty as to what district will be the grain producer for any given year, there is not much inducement to spend money on machinery or warehouses.

This year has seen an utter failure of all crops

in the Province of Santa Fé, and but for the recent development of agriculture in the Province of Buenos Ayres, it would have been necessary to import grain for home consumption.

W. M.
Buenos Ayres, February 22, 1902.

TIME NOT RIPE FOR ASSOCIATION CROP REPORTS.

Editor American Elevator and Grain Trade:—As to the best way to secure crop statistics, I do not feel well enough posted to venture an opinion.

I do not think the grain associations are prepared as yet to publish opinions of any value concerning crop conditions or probable yield of the different grains. The associations as yet cover too limited a territory. With continued growth in membership in the various grain producing states, I am inclined to think that the time will come in a few years when a crop report compiled and given out by the state secretaries will be considered to have value.

Yours truly, W. R. BRECKENRIDGE.
Kankakee, Ill.

REPORTS FROM MANY SOURCES.

Editor American Elevator and Grain Trade:—The belief that the government report is not influenced by business interests gives it its greatest value. Would it be possible to so organize the grain interests that its report would be free from the suspicion of manipulation by certain interests?

Our idea of a crop report would be to get primary reports from every available source—grain men, millers, farmers, country merchants, implement dealers, etc. Then under expert classification sift them down, allowing each class its proper valuation as determined by experience.

By the law of compensation of errors, the result would, it seems to us, be tolerably accurate and free from the suspicion of bias.

Very respectfully,
CONWAY MERCANTILE CO.
Conway, Kan.

ASSOCIATION CROP REPORTS VERY VALUABLE.

Editor American Elevator and Grain Trade:—It certainly seems that the gathering of crop statistics should be in the hands of those who are best informed in such matters. The grain dealers through their various secretaries should be in position to furnish far more accurate advices than any other agents who might be employed. It seems to us that concerted action among the various associations would, with very little trouble or expense, obtain a great amount of very valuable information, which we believe would be more accurate than the government report as at present compiled.

Of course, this proposed system would not be complete unless the entire territory of the United States was covered by these association reporters, but even if limited to those sections of the Union now occupied by organized associations, we believe that the figures would be very valuable indeed.

Yours truly,
Sherman, Texas. W. O. BRACKETT & CO.

CROP REPORTS COULD BE MADE MORE RELIABLE.

Editor American Elevator and Grain Trade:—Regarding crop reporting, my views on this subject are as follows: I think it would be a good plan for the secretaries of the various associations to have blanks and send them out to all dealers in their territory, to be filled out and returned the first of each month. As nearly all towns have two or more dealers, the results arrived at would be a great deal more accurate than the present method pursued by the government.

The government's reporters, in most instances, are farmers. Their interests in a great many cases bias their reports and make them worthless. I know of one man who last year reported the corn crop a full one up to the time husking began, simply because one or two of his neighbors had good pieces that got a few local showers.

By having the different association secretaries secure these reports and compile them, then report to the national secretary, the grain trade would

secure reports that would be reliable. As soon as this became recognized, the trade would depend on them altogether and the government report would not influence the market as it does now.

Yours truly, C. C. BUCK.
Toledo, Iowa.

GRAIN INSPECTORS' ASSOCIATION GROWS.

Editor American Elevator and Grain Trade:—Following is a list of the chief inspectors who are now members of the Chief Grain Inspectors' National Association: J. N. Barnard, Minneapolis, Minn.; Joseph E. Bidwill, Chicago, Ill.; W. B. Boyd, Lafayette, Ind.; Homer Chrisman, Cincinnati, O.; A. B. Cole, Cleveland, O.; W. R. Couley, Albany, N. Y.; E. H. Culver, Toledo, Ohio; W. P. Dixon, Kankakee, Ill.; F. W. Eva, Duluth, Minn.; M. C. Fears, St. Louis, Mo.; John O. Foering, Philadelphia, Pa.; E. R. Gardner, Memphis, Tenn.; J. M. Garland, Decatur, Ill.; W. H. Gooding, St. Louis, Mo., chief of state; John Heiner, Indianapolis, Ind.; F. D. Hinkley, Milwaukee, Wis.; M. P. Hutchins, Detroit, Mich.; Geo. D. Jones, Sheldon, Ill.; L. D. Marshall, St. Paul, Minn., chief of state; Chas. McDonald Jr., Baltimore, Md.; R. McMillen, New Orleans, La.; B. J. Northrup, Kansas City, Kan.; C. T. Prouty, Kingfisher, Okla.; C. McD. Robinson, Galveston, Texas; J. D. Shanahan, Buffalo, N. Y.; Wm. Smillie, Chicago, Ill.; F. H. Tedford, Kansas City, Mo.; C. B. Tyler, Newport News, Va.; G. H. K. White, New York, N. Y.; Geo. H. Woleott, Boston, Mass.

Yours truly, J. D. SHANAHAN, Secy.
Buffalo, N. Y.

FAVORS AN EARLIER CROP REPORT.

Editor American Elevator and Grain Trade:—We are of the opinion that the various grain dealers' associations could gather crop reports through the local grain buyers that would be of more value than the government crop reports. We understand the government crop reporters are, in a large measure, not particularly interested to get correct information, and the time it takes for the government report to be made up and published is too long. There may be, and often is, a very great change in the conditions from the time these crop reports are made and the time the government publishes them—ten days later. If this information was obtained through the various grain dealers' associations, it could be tabulated and gotten out, we think, much quicker, say, in four or five days.

As to the details, or method of securing these reports through the various associations, we are not very competent to judge. We have great confidence in our state secretary, Geo. A. Wells, and feel sure that he would be able to formulate a plan that would be effective. Perhaps a conference of the various secretaries of the different associations would be the best way to get at the matter.

We commend the scheme and shall be glad to see it tried.

Yours truly,
DES MOINES ELEVATOR CO.
Des Moines, Iowa.

ACCURATE REPORTS MUST BE PAID FOR.

Editor American Elevator and Grain Trade:—We will heartily indorse any movement that will lead to the obtaining of accurate crop reports. While we agree that the government report is the best guide we have at present, it is certainly very poor.

We can see no way to get at anything like an accurate report of the state without the expenditure of quite a sum of money. It is absolutely impossible to rely very much on what the average farmer tells you regarding the condition of the crops, and the information usually obtained from the erstwhile one-horse speculators around town is very much less reliable. They are all governed by what they hope for, rather than what they really know.

If the Indiana State Association would take hold of this matter in earnest and have an amount of money set aside to obtain an accurate report about three or four times each year, they could arrive at a very much better conclusion.

Now, in our own county we think we could collect a report that would be very reliable by the expenditure of probably \$10 each time, but you

see at once that this would entail quite an expense in the state if it were repeated four times each year. As we have 92 counties there would be an expenditure of something like \$4,000 a year. But if the grain men of the state could be led to see what large returns they might receive for the money thus expended they would put up the amount very willingly.

It seems to us the best thing to do would be to talk the matter over with the state association and try to get reliable reports. We will be very glad to join with anyone to bring about trustworthy results.

Yours truly, CRABBS & REYNOLDS.
Crawfordsville, Ind.

TROUBLES OF A COUNTRY GRAIN DEALER.

Editor American Elevator and Grain Trade:—Several of my grainmen acquaintances were interested in reading the article published in your March number, addressed to Mr. H. C. Mowry, secretary of the Illinois Grain Dealers' Association. The communication had points of originality that might make the basis of interesting discussions at some of our grain conventions.

I operate a little line of three elevators in this vicinity. My principal purchases being oats, I have generally made a practice of storing them in my elevators and selling the May option in Chicago against them. I have also done quite a little speculative business for farmers and others who wanted to pay out some tithing money. On that business I received one-half of the commission until about a year ago my Board of Trade friends informed me that they could not allow any more benefits to me for what business I picked up, and since that time I have done no trading in Chicago of any consequence. Sometimes these little commissions amounted to enough to pay about one-half of my office expenses, and during one month I cleared almost enough in my brokerage to enable me to take my wife and daughter on a trip around the lakes.

I could secure the same split commissions now had I become a member of the Chicago Board of Trade, but to tell the truth, I am not sufficiently well off to put up the price of about \$4,000 for a Board of Trade membership. I feel, however, that all country dealers should hedge their grain for a long pull, as that is the proper business precaution to take.

My competition in this neighborhood is Counselman of Chicago. He is a man of aggressive ideas, and very wealthy, and, of course, gets his commissions in Chicago for practically nothing. While I write I can look out of my window and see the dim outlines of three of his elevators, and I understand he has upward of one hundred similar country houses in this state alone. To hold my own against such competition I ought to have at least half commission on my business and the business that I can send into Chicago, but, under present conditions, the Board of Trade ask us country grain men to encourage practically such competition from Chicago, and then in our convention they have the nerve to ask us to seek legislative action in order that the only bucket-shop we have in the city that does ent commissions a little should be exterminated. Why should the smaller Board of Trade commission men unite in a combination that doubles our rates, depriving them of my business? Simply to let some millionaire Board of Trade man come here and gobble up all the country grain direct from the farmers.

I like the ideas suggested to Mr. Mowry that the grain men hedge their own deals between themselves through their own state association. Take the states of Illinois, Indiana and Iowa, and there will be about as many average buyers as there are sellers. The grain men themselves from the country would save one-half of their commissions in this manner if thorough organization was perfected. Why should a poor country grain dealer, who is struggling for a naked existence, continue to pay double rates on commissions to a Board of Trade who are sending out their millionaires into the heart of our Iowa grain territory, picking up the best of locations, and then asking us to help them maintain extortionate charges for

their benefit and against ourselves? Illinois and Iowa are both overrun with strings of elevators belonging to big Board of Trade magnates.

Iowa is noted for being the largest hog state in the West, but there are some fears that we may lose our supremacy in this particular. All the characteristics of the animal named do not dwell in a four-footed animal, neither do they reside in Iowa alone. Some of us poor grain men have large families and have a hard time to exist against the competition now put up against us in this state.

A few days since my bookkeeper wrote to our old commission house asking them to send him a twenty-five-cent calendar, one of which they sent me about the first of January. They replied that they would be glad to do so, but it was now against the rules, as "it might be regarded as a cut in the rates of commission." How tired such things make us!

Yours respectfully, HARDSCRABBLE.

SUGGESTIONS FOR IMPROVING THE CROP REPORT SERVICE.

Editor American Elevator and Grain Trade:—As you are well aware, this subject of securing crop statistics is one that I have given considerable attention, and while I have never made any suggestions as to a better way of obtaining crop reports, still it was not because I have not had my ideas.

Ninety-five per cent of the farm products in the United States are raised in twenty-five states. The Department of Agriculture at Washington seems to depend entirely upon gratuitous work in obtaining the statistics necessary to give out its report. These statistics are very unreliable as a natural consequence, on the theory that gratuitous work for this great government is something that is not appreciated by the ones who are delegated to do it.

The subject is one that is almost inexhaustible and could cover quite a number of columns in your journal, but the main issue is, Can the government give us accurate reports—reports that when we get them will positively represent the situation? I say it can beyond a question and without near the expense that is calculated on. But expense should cut very little figure with a government such as ours, and with such an important matter as accurate government reports. It would be much better for all concerned if the government would not attempt to give us reports at all unless implicit confidence could be placed in them.

Hundreds of thousands of dollars are spent annually by the government for less important matters than the obtaining of actual results of the farm, and, as Statistician Hyde of Washington has said, "If we had the proper appropriation we could, perhaps, have a plan similar to the one that I will now endeavor to make clear to you." So it seems it is only a lack of appropriation.

Take the twenty-five states that produce ninety-five per cent of the cereals and other farm products and appoint a statistician in each county large enough to keep one man busy from the first of the year to the first of the following year. Have him make reports from the time the cereal is in the ground until harvest, and on other products, and keep this up from day to day. By that means we will surely be able to get the situation as it is. It would be a rare thing, however, if one statistician could not go over at least four or five counties and do it perfectly. Have a regular bureau of state and county statisticians employed by the government and paid regular yearly salaries.

These same statisticians would be vested with government authority to investigate as to the invisible supply of grain, even if it became necessary for them to have to swear the farmers who have grain in their cribs as to the amount. We get the invisible supply of cereals in this country twice a year through the government, and it is supposed to be accurate the same as the other reports, but it is well known by all parties interested that the government reports are far from being accurate at any time, much less at the time they get the invisible report.

The visible supply of grain is given weekly, and if it is once gotten correctly it is not a hard matter to keep in close touch with the visible supply. The stocks held in farmers' hands and in isolated places

are what count the big figure, and these we get but twice a year, and then after we get them we have to guess as to the correctness of the reports.

This state of affairs should never exist in a department of our government, and it is an acknowledged fact by all the officials connected in any way with the gathering of statistics of agricultural products that the system is very lame, indeed, and should be improved upon.

It only shows the importance of this particular branch of our government to say that, even with the acknowledged lameness of the department in gathering statistics, the government statistics are looked upon and waited for by the agriculturalists of the country with a great deal of anxiety, and to a large extent they are a factor in governing the markets. It only goes to show that if we had something that was positively reliable what a great benefit it would be to the country.

As I said in the beginning, it is much better not to have these reports at all than to have them and then guess after we get them, which is exactly the situation to-day. The only way to better the condition is to have paid statisticians just the same as we have other paid government employees.

It might be possible that with the system of rural mail delivery, which is becoming very extensive, the duties of the mail carriers could be extended, letting them report each week and making it as much their duty to report as to the condition of agricultural products as to deliver the mail. This, of course, would very much reduce the expense. The present rural delivery mail carriers could be used as statisticians, and as the service increased over the country it could be added to. This situation came to my mind the other day during a talk with one of the rural delivery mail carriers.

I hope this article will be of some benefit to your valuable journal, and do some good toward securing better government reports as to the products of the farm.

Very truly yours, H. S. GRIMES.

Portsmouth, Ohio.

KANSAS GRAIN DEALERS' ASSOCIATION HOLDS ITS ANNUAL MEETING AT TOPEKA.

The fifth annual meeting of the Kansas Grain Dealers' Association was held in the Council Hall of the Auditorium, Topeka, on March 25, and 26.

President L. Cortelyou of Muscotah, in calling the meeting to order at 2:30 p. m., March 25 said that circumstances had prevented him from preparing an address, and that the secretary's report would cover the ground so thoroughly as to leave but little to be said. The past year had seen discouragements along some lines, yet the year had been prosperous in the main, and the indications pointed to a greater prosperity during the coming year, with the Association attaining a higher state of usefulness to its members. The check weight bureau at Kansas City has been discontinued on account of small receipts in that city, yet the Board of Trade is continuing the work along the lines of the bureau and is giving very efficient service. At our last meeting you remember that we affiliated with the National Association, and we believe that this Association has done good work. There were only two cases before our arbitration board last year. This, I think, is a good record. Both cases were satisfactorily settled.

Secretary E. J. Smiley read the minutes of the last meeting. They were adopted as read.

The president appointed the following committees:

Resolutions—H. Work, Ellsworth; A. Aitken, St. John; C. N. Burroughs, Plainville.

Auditing Committee—F. P. Lint, Atchison; Edgar Johnson, Everest; M. G. Patterson, Clay Center.

Secretary Smiley announced that a question box would be placed in the convention hall, into which the members were requested to drop any questions which they wished to have come before the Association. He hoped that members who had questions would submit them for discussion.

President Cortelyou announced that they had

some distinguished guests present, and on invitation the visiting secretaries from other state associations came forward and took seats at the right of the chairman.

W. L. Parrish, Winnipeg, Man., secretary of the Northwest Grain Association, addressed the convention as follows: "Mr. President and gentlemen, I assure you that I did not come here to make any remarks. We have a strong Association in Manitoba, which we reorganized last year. My first work consisted in finding out what was done by other associations. Having learned what I could, I instructed our dealers how to treat differences. We had about 35 members when I took the secretaryship, and our membership is now increased to about 70. This is about all the dealers that we have in Manitoba. I think our wheat territory will be extended to Northern Alberta. Our present wheat section extends from Winnipeg to about 300 miles west and 200 miles north. We have no corn country. The land yields good crops of wheat. We have two lines of railway and our wheat is shipped mostly to Fort William or to Duluth. I think this year about 8,000,000 bushels went to Duluth and the balance went to Port William. The people up in Manitoba are naturally bearish. We have a good hay land in Manitoba, good climate, and stockmen make money."

A paper which was listened to with great interest by the dealers was read by H. A. Foss, chief weighmaster of Chicago. We publish it elsewhere in this issue.

On the question of "Weights in Kansas City," J. G. Goodwin, Board of Trade weighmaster at Kansas City, said that on his taking control of the department in November of last year, he had gone over all the scales in all the elevators and had assured himself as to their reliability. A few were condemned and a few were overhauled. No outside sweeping is now allowed, all cars being thoroughly cleaned at the elevator. In reply to questions from members the following facts were stated by Mr. Goodwin: There are 35 houses in Kansas City under his supervision. In the majority of these houses there are two men upstairs and one downstairs. Whenever a car of grain is found to be broken open a note of the fact is made on the certificate. This goes to the shipper and enables him to file a claim for loss sustained. Dealers who ship to Kansas City should insist on Kansas City Board of Trade weights. A rule to the effect that all grain handled by Kansas City parties, not through billed stuff, should be weighed by the chief weighmaster, has been set aside for one month in order to allow the railroad companies to establish better facilities so they can handle it. Grain has been stolen from cars, but cases are not numerous. About 25 per cent of cars arriving are unfit for loading.

The 100-pound dockage custom, which, like Banquo's ghost, refuses to down, was brought before the Association, and P. F. Lucas of Goffe, Lucas & Carkener, Kansas City, said that it is an arbitrary dockage resulting from an agreement made between the purchaser of the grain and the elevator man. No state law or Board of Trade rule vouches for it.

H. Work of Ellsworth moved that a vote of thanks be extended to Mr. Foss and to Mr. Goodwin for their interesting addresses. Carried by unanimous vote.

The meeting then adjourned.

WEDNESDAY MORNING.

The morning session was called to order at 10 a. m. by the president.

A paper on "Grain Inspection in Kansas" was read by B. J. Northrup, chief grain inspector, Kansas City, Kan. In replying to questions Mr. Northrup said that most of the corn from the North grades No. 3 and No. 4. The same care is taken in grading out of the elevator as into the elevator. It is not possible under the inspection rules to grade out No. 2 and send a certificate of No. 3 unless a fraud is committed. Grain is graded carefully when it goes out, but after it arrives at destination in Kansas points a new inspection is impracticable.

A paper was read by D. Hunter, Hamburg, Iowa, president of the Grain Dealers' Union of Iowa and Missouri, on "A Member's Duty to His Association."

A paper was read by G. A. Stibbens, secretary of the Grain Dealers' National Association, on "What Associations Have Done for the Grain Trade."

G. A. Wells, secretary of the Iowa Grain Dealers' Association, read a paper on "Is the Regular Grain Dealer a Necessary Factor?"

F. P. Lint, chairman of the auditing committee, offered the following resolution and spoke briefly in favor of its adoption:

Resolved, That the secretary be empowered to act as treasurer and give such indemnity bond as the board of directors sees fit, the same to be paid for by the Association; and if any part of the constitution or by-laws conflicts with this resolution the same is hereby repealed.

W. S. Washer of Atchison, Kan., read a paper on "Modern Commercial Tendencies."

On motion by Mr. Lint an adjournment was taken until 1:30 p. m.

WEDNESDAY AFTERNOON.

President Cortelyou called the afternoon meeting to order at 2 p. m. After discussion of questions submitted by members in the question box, Presley J. Tapp, general agent of the Southern Railway, spoke of the advantages of Memphis as a place for holding the next annual meeting of the Grain Dealers' National Association.

In the place of J. P. Harrison, president of the Texas Grain Dealers' Association, who was on the program for an address, Secretary Dorsey spoke as follows: "I have listened to your papers and discussions with pleasure, and they indicate a live association. I expected to see a greater number present, and yet the enthusiasm shewn will take the place of lack of members. I notice you have some political troubles and this is all the more reason why you should support your Association. In our Association we have not many elevators, but work more on the shovel order. Our Association has been especially beneficial in securing fair railroad rates. We also have largely eliminated the causes for shortages. I think our Association was one of the first to adopt the system of arbitration. Every month or two we issue a bulletin containing the names of those who will not arbitrate or who fail to accept the decision of the arbitration board. You have no doubt heard a great deal in Kansas City about the hold-up in Texas, but that does not come from our Association. Our annual meeting will take place in Waco, Texas, about the last week in May, and we hope to see many of you there."

A. H. Bewsher, secretary of the Nebraska Grain Dealers' Association, in an address, told how members could aid and encourage their secretary. Members should reply without delay to letters sent out by the secretary, remit dues promptly, file complaints as troubles arise and give sufficient data on which the secretary could act.

Col. C. T. Prouty, secretary Grain Dealers' Association of Oklahoma: "I apprehend that you have a great deal of business to attend to and I think that you have no doubt had enough talking. I think that you can take to heart the message of the secretary of the Nebraska Association. We have had the same troubles that you have had and we are growing stronger every year. Stand by your officers and they will stand by you."

Secretary Smiley read his annual report, and also the secretary's financial statement.

SECRETARY SMILEY'S REPORT.

Practically all, if not all of us, thought that when we had practically eliminated the short-weight evil at terminal markets, our troubles were over, but developments of the past year show that we were mistaken, as we have been put to the expense of defending suits brought against us in two different counties in the state.

It will not be necessary to enter into an extended argument to convince the most skeptical that the officer of the farmers' co-operative organization had only his individual interests at heart when he commenced to disseminate the news to the farmers of our state that they were being robbed by the members of the Kansas Grain Dealers' Association of their hard-earned profits. The methods he adopted to accomplish this purpose I cannot command, yet much to the sur-

prise of every grain dealer in the state, whether a member of this Association or not, he succeeded in convincing the farmers in some localities that his statements were correct, and he succeeded in getting them to contribute a considerable sum of money, it would appear, for his support. When we stop to consider that this party offered no special advantages to the farmers of our state, charging them the usual commission for handling grain, is it not a surprise? He did not offer to invest a dollar, neither did he attempt to prove his statements made that the farmers were being robbed by what he chose to term the "Grain Trust." He succeeded, however, in securing the aid of at least two journals, one known as the Advocate, and the other the Kansas Farmer, and through these agencies has continued to create strife between the elevator owners and operators and the Kansas farmers. From the statements appearing in those papers from time to time, it is no surprise that the farmers of our state concluded that they were being robbed.

Not being satisfied with this, he undertakes to create what we consider a monopoly, the method suggested being that all farmers shall refuse to sell their grain to elevator owners other than farmers' elevator concerns, and in case any farmer holding stock in and being a member of the co-operative organization, sells his grain to independent dealers, he must pay into his local organization one-half cent per bushel, and if the local organization sells to any terminal dealer other than the one designated by the secretary of the state organization, it must pay to the latter organization one-half cent per bushel as liquidated damages for breach of contract.

The following is a copy of their contract, as shown in Article 1 of their by-laws.

"John Jones, a resident of _____ in the county of _____, state of Kansas, does hereby make application for _____ shares of the capital stock of the Farmers' Co-operative Grain and Live Stock Association, of the par value of \$10 each, and agrees to pay for same at such time and in such manner as may be required by the board of directors. In consideration of the acceptance of this application and the advantages to accrue to me as stockholder, I hereby agree that so long as I remain a stockholder in this Association, I will employ said Association to dispose of any grain or other products which I may desire to sell in car lots and agree to pay a commission of one cent per bushel for selling wheat and one-half cent per bushel for selling corn and its regular commission for selling other products. And in the event of my shipping or selling any grain or other produce in car lots to any competitor of said Association, I agree to immediately report such sale to the Association and pay one-half of the above named commission to said Association as liquidated damages for breach of this agreement. I further agree that any failure on my part to comply with the terms of this agreement shall forfeit my right to continue as a stockholder in said Association and I agree to surrender my stock for cancellation upon the payment to me by the Association of 50 per cent of the amount actually paid thereon, forfeiting to the Association the balance of such payment, together with any profit that may have accrued as a penalty for violation of this agreement."

You will note from the reading of this contract that no member is allowed the privilege of disposing of his products without paying a penalty for so doing. Neither does the Association offer to handle grain in less than carload lots. Suppose they succeeded in driving the regular dealer from the field and the members of any local co-operative association should not have sufficient amount of grain to load a car to its marked capacity; suppose, again, that a member of one of these concerns had a part of a car of low grade wheat, do you think his neighbor, having a contract grade, would be willing to allow him to put his grain into the same car and accept the price this mixed carload would bring at any terminal market? We think not. Hence, it will be necessary for the farmers in every locality to build elevators and engage in the buying and selling of grain, as is done to-day by the regular elevator owners throughout the country. But as practically every point in the state has already two or more elevators, how can they expect to realize a profit on their investment after paying the necessary expense of operating their elevator. We do not question the right of the farmers to build elevators or warehouses for the purpose of handling grain, but we do believe that 50 per cent of the farmers now having stock in these co-operative associations will soon realize that they have been imposed upon and that the statements made to them as to net profits in the handling of grain were false. In fact, the Solomon Shipping Association has lately refused to contribute to the support of the state organization, and the president, Mr. J. S. Collins, told the writer a short time ago that if this co-operative organization expects to succeed, it must do business on business principles. As this Solomon organization has been held up as an example to other organizations of like character, we consider this remark of especial significance. Another organization located at Haven, Kan., organized last May, has leased its elevator and has given up the business. This tends to show that the farmers are not willing to continue a losing game and realize that they have been duped. With all the agitation and talk made the past year, with a view to organizing the farmers to fight the grain dealers, I believe there have been only sixteen elevators built and most of these of small capacity.

From reports taken from the daily and weekly press, one not acquainted with the situation would conclude that every station in Kansas shipping fifty carloads of grain or more had had erected elevator facilities of large capacity. In conclusion, on this subject, I wish to state that the press, not only of this city, but of other cities, are largely responsible for existing conditions. The Capital of this city, in an editorial under the head of "Farmers' Grain Elevators," in part, said: "Farmers will hail with joy the news that the Capital sympathizes with the movement and gives them words of encouragement." The article further goes on to say that the grain dealers of the state had grown arrogant and that their rela-

tions with the railroads enabled them to be arbitrary.

Doubtless many of you desire to know what effect this agitation has had on our own organization. When the suits, to which I have already referred, were instituted, a few of our members sent in their resignations, offering me their sympathy and advising that if I got out of the trouble all right they would reinstate. I am happy to state, however, that comparatively few of our members took this view of the situation.

From the financial report you will note that the organization is in good financial shape and as we have weathered the storm this far there will be no question as to the future.

Weights at Terminals.—This is a question that has always been discussed at our meetings, and heretofore I have always had some recommendation to offer, but as I have received comparatively few complaints the past year, I have no recommendation to offer now, further than that the members should advise their commission houses of the amount they load into their cars; be sure your scales are weighing correctly, and refuse to load cars that are unfit for loading. Then should you have unreasonable shortages, notify the secretary's office, giving all facts in the case and we will endeavor to assist you in locating the cause and making collections.

Necessity of Harmony Among Dealers.—I read in a daily newspaper a short time ago a story of two New York newsboys. One of these, small, ragged and dirty, approached a stranger on the street and pushed one of the city dailies against him with a mournful plea that he buy. The gentleman was about to accept the little fellow's proposition when another boy, larger, rushed up and shoved his rival aside and beseeched the gentleman to buy of him. The smaller of the two seemed to think that he had prior right in the deal. The argument waxed warm and was rapidly approaching something worse, and in order to settle the dispute the gentleman bought a paper of each one of them. This incident is a practical illustration of this age of "heartless competition." The chances are that those two newsboys had never read David Harum, but they knew all about the motto and were acting it out to the letter: "Do unto the other fellow the way he would like to do unto you, and do it 'fust'."

These boys are not alone. There is a mighty army working along the line adopted by these boys. When reading this article, how vividly was brought to my mind similar action on the part of grain dealers. How often have we seen grain dealers in the same towns and villages accost the farmers on his arrival on the streets with corn or wheat and dive frantically into his load of grain with tester bucket, balance $\frac{1}{2}$ pea on the beam and make him a bid, then have the other fellow raise him, and the raising goes merrily on until the fellow that bought the load, or the crop the load represented, did so at prices in which there was no profit and a probable loss. Gentlemen, some of you may consider this good business, but it is damnable bad ethics. These newsboys were playing the same game that some of the grain dealers play six days in the week, fifty-two weeks in the year. The program, and the whole program, is "throat cutting," and you are trying to see how quickly you can get your competitor's throat. You lose sight of the fact that your competitor has equal rights and is entitled to his proportion of the grain the same as you.

That the farmers do not appreciate this throat cutting between dealers is evidenced by the fact that there have been more farmer elevators built in the past year in the section of the country where the highest prices have been paid.

Claims Filed.—There have been fewer claims filed the past year than ever before in the history of our organization. Whether our members have concluded that your secretary has had about all of the trouble he could attend to, or you have had less cause for complaint, I am not in a position to know. Bear in mind that I stand ready to render you all the assistance in my power, and if you have complaints to make, do not hesitate to command me.

Benefits Derived.—Now, let us see what benefits we have derived from the organization. It will be impossible for me in the time allotted to review the work accomplished even the past year, and I will briefly touch on matters effecting every grain dealer in the state. In order to show the benefits derived, it will be necessary to review conditions prior to the time of organization. What were the conditions? Practically every station in Kansas handling one hundred or more cars of grain had from one to three track buyers, depending on the season of the year.

Again elevator property throughout the state was offered at 50 per cent on the dollar without takers, prior to the organization. To-day, elevator property is worth its legitimate value. Is it not a fact that your property has been enhanced in value through organized effort?

There are numbers of grain dealers in Kansas who prior to organization had little money and limited credit that are now free from debt and have good bank accounts. Now, gentlemen, these statements are facts. To what extent is this appreciated? Thirty-five per cent of the grain dealers in the state are not members of this Association, notwithstanding the fact that they are receiving the benefits of the organization. Who is to blame for this? Some of you may say the secretary, and possibly I am. I have called on practically every dealer in the state, not only once, but a number of times, and in most instances have secured his or their application and in time would receive letters complaining of shortages or that their neighbor had not treated them right, and unless something was done at once they would pay no more dues.

In concluding this subject, I wish to state that if every grain dealer in the state was identified with the organization, much more could be accomplished than we have accomplished in the past year. There is no question but that every grain dealer in the state has been directly benefited through the work accomplished by the Association. I would recommend that each and every member of the Association make a special effort to bring into the Association the dealers in their localities, not now members. I think that each one of you fully realizes that if the Association

for any reason should cease to exist, that the same conditions would prevail that prevailed prior to the time of organization. I believe that you are willing to admit that this statement is correct and that you all realize the Association has been of benefit to you and that in order to make the Association of still greater service each one of you will do your part toward having your neighbor become a member, giving us his moral and financial support.

Fees and Dues.—We would recommend that our rules be changed so that the members pay their dues every six months, instead of every three. My reason for offering this recommendation is that it becomes necessary for us to make drafts on our members as per their request for dues, and as the local banks charge 15 to 25 cents exchange on each of these drafts, we believe it would be economy, and we further believe that practically all of our members would prefer to pay dues six months in advance in preference to paying quarterly. I offer this recommendation subject to the approval of the Association.

In conclusion I wish to thank the members of the Association for the assistance rendered during the past year. I believe that we have had the co-operation of practically every grain dealer in the state, whether a member of the Association or not. What work is accomplished by the organization must come through the members. Your secretary would be powerless to do anything for you without a co-operative spirit being shown by you. I thank you in behalf of the rest of the officers, as well as myself, for the consideration shown us the past year.

Treasurer M. Roller read his annual report, which showed total receipts from January 1, 1901, to March 25, 1902, \$5,147.35; paid out during same period, \$4,968.53, leaving a balance of \$178.82.

On motion by A. P. Reardon, the report was adopted.

II. Work read the report of the committee on resolutions, as follows:

Resolved, That this organization, through its secretary, request the Board of Trade of Kansas City to use its influence to stop the elevators at Kansas City from deducting 100 pounds from each car.

Resolved, That Sec. 7 of Art. 6 be changed to read as follows: "All expenses of any arbitration cases to be borne by the contestants to said arbitration, by the plaintiff or defendant, or by both the plaintiff or defendant paying all costs connected with said arbitration as awarded by the arbitration committee."

Resolved, That Sec. 8 of Art. 6 read the same as Sec. 7, as heretofore.

Resolved, That the resolution offered by the auditing committee to be amended as follows: "Resolved, That the secretary be empowered to act as treasurer and give indemnity bond as the board of directors see fit, the same to be paid for by the Association; and if any part of the constitution and by-laws conflicts with this resolution, the same is hereby repealed."

Resolved, That the thanks of this organization be expressed through its secretary to the mayor and council of Topeka for their kindness in allowing us the use of their council chamber during our sessions.

Whereas, There exists in some measure difference of opinion as to the general rules of grain trade contracts; and,

Whereas, A very fair and impartial set of trading rules was adopted by the Grain Dealers' National Association in Des Moines last October; therefore, be it

Resolved, That we, the members of this Association, here assembled, adopt and apply those rules as the basis of contracts and transactions between the members of the Kansas Grain Dealers' Association.

Resolved, That it is the sense of the Kansas Grain Dealers' Association in convention assembled, that the Grain Dealers' National Association should accept the cordial invitation of Memphis and hold its next annual meeting in the Hub of the South.

On motion of Henry Dreany the report was adopted.

Proceeding to the election of officers, S. E. Cole of Harper moved that the rules of the Association be suspended and that L. Cortelyou of Muscotah be elected president. The motion carried unanimously.

In like manner O. A. Higgins was elected vice-president.

Directors were elected by ballot, the result being as follows: II. Work, Ellsworth; A. T. Rodgers, Beloit; A. Aitken, St. John.

L. Noel moved that the rules of the Association be suspended and that E. J. Smiley be elected secretary-treasurer for the ensuing year. The motion carried unanimously.

Secretary Smiley thanked the Association for the honor of being elected for the sixth time to the office of secretary.

On motion by II. Work the meeting adjourned.

TOPEKA NOTES.

The "American Elevator and Grain Trade" was represented by John E. Bacon.

The Millers' Mutual Fire Insurance Co. of Illinois was represented by A. R. McKinney.

Railroads were represented by C. D. Wright, traveling freight agent Union Pacific Railroad Co.; S. H. Kilgore, traveling freight agent Missouri Pa-

cific Railroad Co.; Presley J. Tapp, general agent Southern Railway Co.

W. L. Parrish showed the dealers a model of an improved grain door of recent invention.

B. J. Northrup, chief grain inspector of Kansas City, was present during the second day's proceedings.

Nebraska was represented by E. A. Duff and C. W. Lawless, of the Duff Grain Co., Nebraska City, Neb.

The presiding officer's table was decorated with a handsome bouquet of tulips and roses, the gift of Mrs. H. A. Foss of Chicago.

W. E. Nutt, representing the Hall Distributor Co. of Omaha, Neb., exhibited a model of the Hall Automatic Overflow Signaling Grain Distributor.

The members of the Association were told all about weights by H. A. Foss, chief weighmaster, and A. E. Schyler, assistant weighmaster of the Chicago Board of Trade, and J. G. Goodwin, chief weighmaster of the Kansas City Board of Trade.

The machinery men present were E. A. Ordway, representing the Invincible Grain Cleaner Co. of Silver Creek, N. Y.; S. J. McTiernan, representing the Huntley Mfg. Co., Silver Creek, N. Y.; J. N. Heater, representing the S. Howes Co., Silver Creek, N. Y.; Ben P. Ordway, representing the Otto Gas Engine Works, Philadelphia, Pa.; W. E. Nutt, representing the Hall Distributor Co., Omaha, Neb.

Grain commission firms represented were: Goffe, Lucas & Carkener, Kansas City, by P. F. Lucas; Holdredge & Logan, Kansas City, by F. P. Logan; Chas. F. Orthwein Sons, Kansas City, by J. C. MacGinnitie; Ernst-Davis Grain Co., Kansas City, by B. F. Smith; W. E. Croysdale & Sons, Kansas City, by D. L. Croysdale; Greenleaf-Baker Grain Co. of Atchison, by F. P. Lint; S. R. Washer Grain Co., Atchison, by S. W. Washer; Norton Grain Co., Topeka, by John F. Norton; Richardson & Co., Chicago, by H. H. Haines.

Secretary Smiley entertained the secretaries from neighboring state associations. Among the visitors were G. A. Stibbens, secretary of the Grain Dealers' National Association; A. H. Bewsher, secretary of the Nebraska Grain Dealers' Association; H. B. Dorsey, secretary of the Texas Grain Dealers' Association; Col. C. T. Prouty, secretary of the Grain Dealers' Association of Oklahoma; D. Hunter, president of the Grain Dealers' Union of Southwestern Iowa and Northwestern Missouri; G. A. Wells, secretary of the Iowa Grain Dealers' Association; W. L. Parrish, secretary of the Northwest Grain Association.

An informal meeting was held in the Council Hall of the Auditorium on Tuesday evening, which all the dealers attended. After an hour passed in social talk, an impromptu program was arranged and dealers were entertained by the best talent which the various associations represented possessed. The program was headed by Secretary Dorsey of Texas, who gave a reading entitled "The Water Lily," in dialect French. The reading was listened to with close attention and everyone admired the secretary's delineation of the French character. Mr. Dorsey was followed by P. F. Lucas of Kansas City, who ably sustained his reputation as an entertainer by a number of selections taken from the repertoire of Comstall. Mr. Lucas received the heartiest applause. After recitations by A. P. Reardon, H. A. Foss and H. H. Haines, a team sketch was given by S. J. McTiernan and Secretary A. H. Bewsher. This mirth-provoking turn by these two well-known artists proved to be the hit of the evening. In elaboration of detail, and in correctness of ensemble, it excited the admiration of the listeners, who gave the team the applause they well merited. D. L. Croysdale and W. S. Washer also did a stint, and after solos by A. R. McKinney, Col. C. T. Prouty and G. A. Wells, ashes were knocked from expiring cigars and the evening's entertainment ended.

The dealers who attended included L. Cortelyou, Museotal; E. K. Nevling, Wichita; H. Work, Ellsworth; H. A. Wynn, Perth; Henry Dreany, La Crosse; M. S. Graham, Zurich; T. W. Andrews, Rossville; H. E. Case, Belvidere; A. T. Rodgers, Beloit; W. L. Curtis, Seward; S. E. Cole, Harper;

G. C. Robbins, Mt. Hope; J. E. Clark, Shannon; S. J. Eales, Burron; M. H. Roller, Circleville; E. A. Falconer, Bellville; I. A. Foster, Verdi; A. F. Sherman, Topeka; G. S. Horton, McPherson; S. Root, Vleits; L. Noel, Glasco; J. C. Elvin, Harper; Perry Frazier, Athol; John F. Norton, Topeka; Amos and N. J. Thorstenberg, Lindsburg; R. B. Gibbs, Morrill; S. B. Samuelson, Hiawatha; F. A. Derby, Sabetha; J. B. Kirkpatrick, Oswego; J. M. Flint, Wellsville; W. S. Williams, Ottawa; C. N. Burroughs, Plainville; Joseph Latshaw, Wilson; W. W. Webb, Topeka; E. P. Mowrer, Lost Spring; R. W. Dockstader, Cowper City; B. F. Kelsey, Oxford; N. Young, Hutchinson; Hal Johnson, Oxford; Edgar Johnson, Everest; T. L. McCormick, Germantown; A. E. McKenzie, Kansas City; A. D. Blanchard, Bennington; H. W. Kueker, Niles; M. L. Marshall, Asherville; E. E. Clark, Delphos; F. L. Williamson, Clay Center; J. R. Baker, Great Bend; E. S. Stevens, Canton; Oscar Ayres, Gardner; William Schrenkler, Walker; S. L. Carpenter, Severance; John G. West, Topeka; A. H. Aitken and A. Aitken, St. John; John G. Greenough, Wilson; H. W. Diekson, Rosemont; Frank G. Crowell, Atchison; R. B. Gibbs, Morrill.

ANNUAL MEETING OF THE GRAIN DEALERS' UNION.

The Grain Dealers' Union of Southwestern Iowa and Northwestern Missouri held its sixth annual meeting at the Grand Hotel, Council Bluffs, Iowa, on the afternoon of March 21. The attendance was large and the session, although short, was a very interesting one.

President D. Hunter of Hamburg called the meeting to order at 2 p. m. and said: "It gives me great pleasure to meet the dealers again in this, our sixth annual meeting. The secretary has put me down for an address, but I have been somewhat 'under the weather' for the past month and have prepared nothing formally. The conditions in our territory during the past year have been extraordinary. Kansas City has had great control in this section and there are some dealers in that city who will bid anybody, yet we hope to get them in line with St. Louis and other markets. Our members this year have made money. There are a few places where dealers have had some trouble, and such of you who have difficulties should adjust them before you leave this town. Sealers have made considerable trouble during the past year, but they work at great disadvantage under existing conditions."

Secretary Stibbens read his financial statement, which showed cash on hand, last report, \$150.59; receipts from March 1, 1901, to March 1, 1902, \$3,440.07; total, \$1,590.66. Disbursements, \$1,495.37, leaving a balance on hand of \$95.29.

The election of officers was made in open meeting and resulted in the unanimous choice of D. Hunter, Hamburg, for president; I. T. Spangler, Walnut, vice-president; Geo. A. Stibbens, Chicago, secretary-treasurer.

The old governing board was reelected as a whole, with the substitution of the name of W. W. Albright of Lewis for Mr. Spangler. The board is now as follows: F. M. Campbell, Randolph; W. W. Albright, Lewis; J. D. Young, Anita; G. H. Crumier, Prescott; D. W. Dunlap, Fontanelle; Geo. R. Jones, Phelps City, Mo.; M. F. Hackett, Fairfax, Mo.

Secretary Stibbens read a communication from Geo. A. Wells, secretary of the Iowa Grain Dealers' Association, calling attention to a decision made by the arbitration committee in the case of W. H. Merritt & Co. vs. C. S. Goodrich, and to the importance of this decision as establishing a precedent. The case follows:

We, the arbitration committee of the Iowa Grain Dealers' Association, being duly sworn, have this 17th day of March, 1902, carefully considered the evidence submitted in this case, and find that the evidence shows the following facts:

First—That C. S. Goodrich on July 6, 1901, sold to W. H. Merritt & Co. 5,000 bushels No. 3 white oats or better, July and August shipment at 24 1/2 cents track, Alta, Iowa, and the sale conurned by Merritt & Co. as shown in Exhibits Nos. 3 and 4.

Second—That no shipment was made on this contract as shown by Exhibits Nos. 5 and 6.

Third—That W. H. Merritt & Co. did not have any correspondence with C. S. Goodrich between the date of purchase, July 6, 1901, and November 13, 1901, in regard to this contract, but on November 13, 1901, wrote Goodrich that they must have the oats right away, etc.

(Exhibit No. 8.)

Fourth—That Merritt & Co. received no advice of shipment from C. S. Goodrich and they then bought in the 5,000 bushels oats on a basis of 38 1/2 cents, f. o. b., Alta, charging Goodrich with the difference of 13 1/2 cents, amounting to \$687.50, on account of default of contract.

(Exhibit No. 9.)

Fifth—That C. S. Goodrich refused to make settlement as demanded by W. H. Merritt & Co.

(Exhibit No. 13.)

In deciding this case we conclude as follows:

First—That Goodrich was negligent in not renewing his contract or concluding an agreement with Merritt & Co. to buy the oats in for his account, and that Merritt & Co. were also in error in not demanding shipment at the expiration of the terms of the contract, thus securing a settlement or renewal.

Second—We hold that it is the duty of both buyer and seller in transactions of cash grain to make definite arrangements for extensions or settlement at or near the time of the expiration of the contract. If we were to decide otherwise we could find no equitable basis upon which to decide as to what Goodrich owed Merritt & Co., and it is hardly an equitable proposition for Merritt & Co. to hold the option of buying them in at their pleasure.

Third—We find that both parties have therefore failed to comply with such requirements as to the terms of the contract and that Merritt & Co. are entitled only to the difference between the price paid July 6 and the price ruling or paid on the next business day following the date of the expiration of the contract, which was September 3, 1901, there being no session of the Board of Trade between August 31 and September 3, 1901. Such difference we find to be 7 cents per bushel.

Fourth—We find that because of the default of contract Merritt & Co. are entitled to a reasonable margin on the grain purchased of Goodrich, and hereby allow Merritt & Co. 1 cent per bushel as such margin.

Fifth—That in final settlement Goodrich should pay to Merritt & Co., as above stated, 7 cents per bushel, plus 1 cent per bushel, on 5,000 bushels of oats, amounting to \$400, and he is hereby ordered to remit to Merritt & Co., Chicago, Ill., \$400 in full settlement of this contract.

A. H. Bowsher, secretary of the Nebraska Grain Dealers' Association, was called upon, and stated that he had learned years ago that it was best not to offer advice to a successful business man, and supposed that the same thing was true in dealing with a grain dealers' association. He found the Union small and compact, and that its officers had conducted its affairs wisely and had led the support of its members. He spoke of the importance of replying to letters sent out by the secretary and of paying dues promptly. Nor should dealers draw conclusions without being fully informed of the matters involved. Mr. Bowsher closed his remarks by stating that Nebraska dealers were contemplating a trip to Galveston after the annual meeting, and a few Iowa dealers could be accommodated if they would care to go.

Secretary Stibbens read the following report:

SECRETARY'S REPORT.

I presume you are aware that this is our sixth annual meeting, and we have the reputation of being the oldest organization west of the Mississippi River. Very few of you, I presume, thought when this organization was started that it would live six years. I believe all of you have been happily surprised because we have been able, the past winter, to keep matters in as good shape as we have, for we have had a condition in the past six months that we never had before. On account of the southwestern drouth last summer, there was created a new market for this section of the country, consequently placing a lot of new buyers in this territory. We supposed on this account that we would have a great deal of trouble to control matters to your advantage, but with a very few exceptions, we have had great success.

Some of you have had more or less trouble on account of the feeders in other states who have come into your section to buy corn; but, I believe, all of you realize the fact that this is a matter that cannot be handled to good advantage by any organization. If this was the last season that you all expected to do business it would probably be advisable to abandon this organization, but you all have great hopes that the country will raise good

rops the coming year; and if so, matters will drift back to their normal condition, and it will not be difficult to maintain harmony throughout this section. None of you has had a large amount of business, and you may have believed that it was a hardship upon you to pay dues to support this organization, but I desire to remind you that had there been no organization during the past six months, your business would have been demoralized and you would not have been able to have made a dollar out of your business. A majority of you have had good margins on the grain you have handled, and I presume that a great many of you have larger bank accounts than you had one year ago. If this is true, you owe it to this organization and to the fact that you have helped to support it. No organization of this kind can be successful without the hearty coöperation of its members. We can advise you what it is best for you to do, but we cannot compel you to do it, and without your support we cannot conduct the affairs of this Union to your advantage.

Some of you, when you have trouble, neglect to report it, and you let it run so long oftentimes that it becomes serious before we know anything about it. If you would report your grievances as soon as they happen, it would be much easier to adjust them and you would have a better feeling for your competitors. The only way we can maintain harmony is by every dealer treating his competitor fairly and honestly, ever according to him the same treatment that you exact from him.

We have but very little trouble any more with the scoop-shovel element as we have them practically shut out of business in this section; but there is a serious problem confronting the organizations in some states that I desire to call your attention to, and that is the farmer elevator concerns. In my opinion farmer elevator concerns are started up at stations where dealers are exacting excessive margins, or where there has been a fight, and dealers are paying more for grain than they can sell it for; and these two facts alone breed dissatisfaction among the farmers and create farmer elevators. We organized for the purpose of ridding the trade of the scalpers and the scoop-shovel element, and our work has been very successful.

The time has come when associations must be conducted on broad principles, and they must be conducted in such a way that they will not antagonize the general public. I warn you now that if you exact excessive margins from your customers, you will bring disaster and ruin upon the grain organizations. We expect and exact honorable treatment from track buyers and receivers, and the time has come when it is incumbent upon every country dealer to be strictly honorable in all his dealings with the receiving element. We cannot, consistently, expect fair treatment from the receivers, unless, we give them the same in return.

The country dealer who refuses to fill a contract because the market has gone against him is dishonest, disreputable and not worthy of conducting the business in which he is engaged. A majority of the receivers are willing and anxious to arbitrate all differences with country dealers, and the man who refuses to arbitrate a difference says, by his very action, that he is unfair and dishonest. I hope that every organization of this kind will take a strong stand and suspend or expel every dealer who refuses to be honorable in his dealings with the trade. Quite a number of the different associations have already taken such a stand, and I find that it places them in a very much better light with the receiving element than ever before. By arbitrating the differences that may occur, you save endless litigation and expense and you respect the party with whom you have had the difference. I believe you will concede that this is much better for the trade than going into the courts to settle such troubles.

No organization of this kind can live without the support of the receivers and the railroads, as our interests are so closely connected that one cannot antagonize the interests of the other. I believe that it is fully demonstrated to you to-day that the railroads are interested in the welfare and success of this organization, or they would not have granted you the courtesies they have in extending to you free transportation to attend this meeting. You may believe that the railroads do not always give us the best support in regard to furnishing cars to irregular dealers, but you must ever remember that there are certain laws that the railroad people come in contact with that must not be ignored on their part. We find the railroad people at all times anxious and willing to protect the interests of the regular dealers, but they dare not violate certain laws to do so.

In conducting the affairs of this Union we must keep within legal bounds, and we cannot, consistently, ask the railroad people to violate any law for the sake of protecting our interests. Whatever success we have had in the past has been due to the fact that we have been reasonable with the receivers and the railroads, and have gone to them with an honest proposition in view at all times, never exacting unreasonable things, always willing to meet them half way on all propositions, and you

know the result. You should realize that the strength of all organizations of this kind is increasing daily, and we wield an influence that will be respected by the entire world.

The success we have had in regard to securing legislation beneficial to the dealers of Iowa is due to good organization in this state. Had there been no organizations there never would have been an amendment to the landlord's lien law, and the relief that we have secured, or will secure, is due entirely to your hearty coöperation.

A great many of you overlook the importance of responding promptly to requests made by your secretary in cases like the bucketshop matter, the landlord's lien law and other matters to which your attention is frequently called; but a great many of you ignore these communications and do not give us the proper assistance you should. You must remember that each one of you constitutes a part of this organization, and if one part of it does not do its full duty, we cannot accomplish what we desire. It is your solemn duty to give this Union your moral and financial support, and unless you do so we cannot bring about good results.

The fact of having \$296 of delinquent dues on our books March 1 demonstrates the fact that some of you are very slow in paying your dues during dull times. All of you who have been members of this organization from the start have not paid to exceed \$75 for one elevator toward the support of this Union, and I want to ask you in all candor, have you ever invested \$75 in your life that brought you as good returns? Six years ago you were paying track prices for grain and you had from one to three scalpers at every station and your elevator property was not worth 50 cents on the dollar; to-day you have no scalpers, you are buying grain on fair margins, and your elevator property has appreciated in value from 50 per cent to 150 per cent. What has brought this about?

It has been very hard to overcome the ill feeling and jealousy existing between competitors, and there are still a few of you who do not realize the importance of according your competitors the same treatment you exact of them; and you imagine that if your competitor receives a few more loads of grain in one day than you do he has raised the price or taken some undue advantage of you. Those of you who are still pursuing this policy will never have any peace of mind or a profitable business until you change your tactics.

Very few of you know anything about the amount of work and judgment required to steer this organization along to success. You make your complaints and have your grievances and report them to us and we must find means to adjust your troubles and keep you working in harmony with your neighbors. If you believe that this requires no time or thought on our part to look after your interests and keep you working in harmony with your competitors, you are badly mistaken. We have spent many days and many nights in looking after your troubles, trying to create peace among you. If we have left anything undone in looking after your interests, this is the time for you to make it known.

Secretary Stibbens moved that the arbitration rules as adopted by the Iowa State Grain Dealers' Association be adopted by the Grain Dealers' Union. The motion carried.

The secretary moved that the following telegram be sent to Thomas Miller, freight traffic manager of the Burlington Road, Chicago:

Council Bluffs, Iowa, March 21, 1902.
Thomas Miller, Esq., Chicago.

The Grain Dealers' Union, in convention assembled, hereby tender to you its hearty congratulations on your promotion to freight traffic manager of the Burlington System.

D. HUNTER, President.

J. M. Bechtle, Iowa freight and passenger agent of the Burlington Road, in behalf of Mr. Miller, presented that gentleman's thanks to the Union for its action.

W. J. Davenport, assistant freight and passenger agent, being called upon, said that he had been generally assigned to some topic, but as no topic had been given him at this meeting he concluded there was nothing for him to talk about. He was endeavoring to maintain satisfactory conditions throughout the territory.

A. F. Rickey of Griswold moved that the Union extend a vote of thanks to the various railroads for the courtesy shown in transporting the members to the meeting.

The following dealers were admitted to membership: F. W. Walter, Corning, Mo.; W. E. Redmond, Nishna Botna, Mo.

The secretary read the following resolution, which was adopted by a rising vote:

Whereas, Our brother, J. Gault of Creston, Iowa, has recently suffered the loss of his beloved wife, Mrs. M. A. Gault; therefore, be it

Resolved, That the Grain Dealers' Union, in convention assembled, this twenty-first day of March, 1902, do express our heartfelt sympathy for our brother in his affliction.

D. Gault of Cromwell thanked the Union for its expression of sympathy to his brother.

It was decided that the next quarterly meeting of the Union be held at Atlantic.

Secretary Stibbens: "Your committee, consisting of Mr. Hunter and myself, were in Des Moines in January and succeeded in having a bill reported favorably by the judiciary committee of the state Senate, making it a crime for a tenant to sell grain covered by a landlord's lien. We expect that this bill will become a law."

There being no further business before the Union the meeting adjourned.

CONVENTION NOTES.

From Kansas there were W. S. Washer and R. F. Autie, of S. R. Washer Grain Company, Atchison.

M. Hennessey of Orient starts the first of April with his wife on an extended trip through the South and old Mexico.

S. J. McTiernan, representing the Huntley Manufacturing Company of Silver Creek, N. Y., was the only machinery man in attendance.

Geo. H. Lyons, Omaha representative of Armour Grain Company, and L. R. Cottrell, representative of Charles Counselman & Co., came over to attend the meeting.

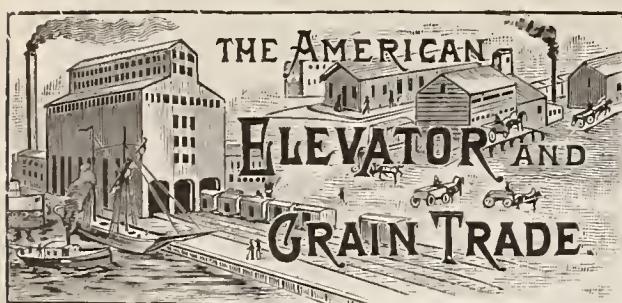
The Chicago, Burlington & Quincy Railroad was represented by J. M. Bechtle, Iowa freight and passenger agent, and W. J. Davenport, assistant freight and passenger agent.

Representatives of St. Louis commission firms included S. T. Marshall, with G. L. Graham & Co.; Joseph Norton, with P. P. Williams Grain Company, and Isaac Motter, with W. L. Green Commission Company.

Fred Faulkner received the compliments of his many friends among the dealers on his being admitted to a partnership in the firm of W. R. Mumford Company, Chicago, with which he has been so long associated. Everybody smoked on the new connection.

The following dealers attended from Missouri: F. W. Walter, Corning; W. E. Redmond, Nishna Botna; R. Thompson, Langdon; William Burke, St. Joseph; J. T. Christian, Rockport; G. F. Wilson, Watson; M. F. Hackett, Fairfax; G. R. Jones, Phelps City; L. L. Teare, Craig.

The following were present from Iowa: D. Hunter, Hamburg; O. A. Talbott, G. A. Willett and S. E. Hicks, Osceola; J. W. Smith, Lamoni; W. F. Johnston, Fontanelle; O. T. Hulburd, Osceola; T. A. Kyle, Shenandoah; N. N. Turner, Cumberland; W. G. Sherman, Riverton; F. J. Lamb, Sidney; S. T. Rhode, Randolph; J. W. Shambaugh, Clarinda; T. A. Caven, Griswold; M. Hennessey, Orient; W. J. Fritz, Clearfield; F. B. Farquhar, Orient; E. H. Van Schoiack, Elliott; G. W. Wyant, Malvern; Charles Davis, Pacific Junction; F. M. Campbell, Randolph; G. H. Currier, Prescott; W. F. Schindley, Lewis; J. A. Irving and J. D. Young, Anita; W. H. Eaton, Emerson; Tom McDermitt, Bridgewater; W. Dougherty, Hawthrone; John Gilmore, Imogene; J. B. Samuels, Riverton; David Gault, Cromwell; James Gault, Creston; J. R. Graham, Hastings; B. C. Ragen, Elliott; J. A. Funk, Blanchard; I. T. Spangler, Walnut; L. M. Gorman, Glenwood; J. H. Gwynn, Yorktown; G. J. Liljedahl, Essex; W. W. Albright, Lewis; J. Auracher, Shenandoah; J. R. Giles, Lenox; C. H. Harris, Bartlett; W. N. Henshaw, Atlantic; Matt Johnson and A. J. Leak, Andover; C. A. McCarty, Prescott; William McMahan, Shenandoah; W. Mains and A. P. Reeve, Silver City; A. F. Rickey, Griswold; W. E. Riggs, Kent; C. Sherret, W iota; E. W. Sheldon, Percival; E. W. Shoemaker, Spaulding; Walter Stibbens, Red Oak; L. T. Spangler, Atlantic; J. S. Wright, Braddyville; T. J. Young, Macedonia.



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This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, ILL., APRIL 15, 1902.

Official Paper of the Illinois Grain Dealers' Association.

THE BUCKETSHOP WINS OUT.

Contrary to the general expectation, the Senate has yielded to the House, and on April 7, by a vote of 36 to 19, agreed to abolish the tax on bucketshop transactions. As this is about the first time the House has had the backbone to try to redeem itself from a pretty well founded charge of inanity, compared with the Senate, this success is surprising and would be encouraging were the object of its firmness a reputable one.

The contention of the friends of the bucketshop gamblers was that the paragraph taxing the bucketshops was so interwoven with other sections which would be repealed that it was doubtful if this special tax could be made to stand alone. This view was, however, disputed by Senator Spooner, conceded to be the ablest constitutional lawyer in Congress, who also declared with much truth that in his opinion there is no more demoralizing agency in this country for the corruption of youth than the bucketshop.

The fact that nearly all the state courts now treat bucketshop transactions as gambling ones, that the grain dealers' organizations, most of the public exchanges, and many bankers and business men petitioned for the retention of the tax, seems not to have affected the stolid moralists of Congress, who, to be consistent, should now proceed to repeal the law which has killed the public lotteries, which were notoriously more honestly and fairly conducted than are the bucketshops as a general proposition. If it is proper to exert a police power in the one instance it certainly is proper in the other. It is not decent to ostracize one form of gambling industry that is fairly decent and to crown with

respectability a still meaner form of the same evil. This is what Congress has done. Why?

NATIONAL ASSOCIATION MEETING.

The executive committee of the Grain Dealers' National Association has acceded to the wishes of the Association, as expressed at the Des Moines convention of last October, by announcing that the next annual meeting of the Association will be held at the new Gayoso Hotel, Memphis, Tenn., on Wednesday, Thursday and Friday, October 1, 2 and 3, 1902. As this is the first time the Association has ever held a meeting south of the Ohio River, the experiment of holding a convention in the territory of domestic consumers rather than of shippers, will be looked forward to with interest.

One thing is assured. The convention will be royally entertained. The season, too, will be delightful in Tennessee, and the desire of many northern grain men to visit the South at a time when it is seasonably at its best, will, it is believed, attract many to the convention other than the accredited delegates.

Details of railroad and hotel rates, etc., will be announced later, but they are sure to be satisfactory, so that dealers should now begin to reckon on the Memphis trip as a part of their summer and early fall "outing."

RATE CUTTING ENJOINED.

It is quite evident from the graceful manner in which the particular railways called to account at Chicago and Kansas City yielded to the Interstate Commerce Commission's appeals to the courts to stop rate cutting, that the roads appreciate the patent fact that public opinion at least considers the railway rate question to have reached a crisis. The instability of rates and the gross unfairness of rebates to favorite shippers and towns have made past conditions in the transportation business no longer tolerable.

The acquiescence of the roads in the petitions has, at least temporarily, delayed further investigation into the facts alleged in the Commission's petitions, but the evidence adduced last month at Kansas City by the Commission would doubtless have been sufficient to warrant temporary injunctions had its production in court been required. The facts have, indeed, been notorious for years, although never before reduced to the character of competent legal testimony.

At the formal hearings in June next the courts will, of course, examine exhaustively the questions involved in this litigation, which will be decisive of the status of the interstate commerce act in its present estate—to wit, whether the government legally possesses the power to enforce the interstate commerce act, and whether "if such injunctions could be maintained, it would, in the opinion of the judges, make courts of equity masters of the maintenance of rates and prove the vitalizing principle of the commerce act."

Although the managers of the shippers' movement to amend the commerce act are still in evidence at Washington, it has been hinted that the administration desires to test the present act fully, both by a vigorous campaign by the Commission, as well as in the courts, on all unadjudi-

cated points, before any amendments of a radical character are made to the law, and these can hardly be expected until those points are settled. The present activity of the Commission seems to be due to the administration's sincere wish to bring the transportation problem to a crisis, in order that when legislation is had it may be of a practical and permanent character, fair alike to the roads and to shippers.

TEXAS ANTI-TRUST LAWS.

Following the decision of the Supreme Court of the United States in the Illinois case recently referred to, the Texas Court of Civil Appeals has declared the Texas anti-trust laws unconstitutional and void, for the reasons given in the Illinois case, to wit, because they exempt labor organizations, grain growers and stock breeders from the penalties of the law. "This vice in the statute," the court says, "permeates to all its four corners, and there is no possible rule known to this court by which any of the provisions of the anti-trust statute can be kept alive, so as to relieve it from the operation of section 12 of the act of 1895. Therefore, relying upon the authority cited, we must hold the statute unconstitutional, and so much of the plaintiff's action as based thereon must fail."

The decision practically wipes out the last remnants of the state anti-trust laws, which will probably never be revived in form to run the gauntlet of the court, so long as the exemptions named are recognized by the courts as fatal to such laws. Grain dealers' special cause for satisfaction lies in the fact that members of the legitimate and, in a trade sense, wholesome associations can no longer be made the victims of petty prosecutions by demagogues seeking a cheap local notoriety.

HOT JOURNAL ALARMS.

The origins of the inexplicable fires in grain elevators, thanks to mechanical devices acting as agencies extra-human, so to say, are gradually yielding up their secrets. The disclosures of the "hot journal alarm" system is a case in point. Recently a system involving three dozen journals was installed at Calumet Elevators A, B and C, particularly on the cleaning floors and in boot journals, most of which had to be reabbotted before the system could be attached. The operation of the system disclosed the fact that for the first two months journals never before suspected of bad behavior were continually running hot to the danger point. In Elevator A one boot journal more or less continuously sent in alarms, in spite of the oiler's attention to it. The bearing was oiled through ten feet of tubing, which was ultimately found to be clogged so that no oil reached the bearing. At the McReynold's B house four boot journals were found to be so continuously hot that the thermostats could not be inserted in the bearings, owing to the immediate melting. At the Rosenbaum Belt Elevator more than forty journals not previously charged with bad conduct were discovered by this system to be chronically hot.

In the elevators named the immediate result of the installation of the system was an overhauling of the entire running gear of the ele-

vators to bring it up to the standard. In the way of general application the facts were disclosed that in spite of all reasonable attention dangerously hot bearings are much more numerous than hitherto supposed, and that even in the most carefully built elevators the running gear should have constant attention of the most searching character.

ARBITRATION IN IOWA.

The settlement of the case of Merritt & Co. against Goodrich by the arbitration committee of the Iowa Grain Dealers' Association, as reported in the minutes of the Grain Dealers' Union, cannot fail to advance the cause of associational arbitration for adjusting differences between receivers and shippers. The decision is so eminently fair that neither client could have expected a more favorable ruling by a court of law, based on the legal technicalities of the case, and both parties were spared the expense and delays of a judicial arbitration.

The case was no doubt directly responsible for the Union's adoption of the Iowa Association's arbitration rules for its own use in such settlements, and it will, of course, be cited in favor of the adoption of similar rules by the Illinois Association at the forthcoming annual meeting in June. The proposition of compulsory arbitration by members of that Association will certainly be proposed on that occasion, and the Iowa case cited will give the proposition much initial strength.

THE YEAR IN THE ASSOCIATIONS.

The annual conventions of grain dealers' associations thus far held are indicative of gratifying conditions in the business of the country grain dealer. Out of the chaos of a few years ago, when it was a go-as-you-please, has come almost universal order in the greater grain states—as universal, perhaps, as the perverse nature of the genus homo leads one to expect within so short a period. As a result, station elevators are worth par at least, and the business is being rescued from the hands of petty trade pirates. While marginal profits are small, they are sure wherever the business capacity of grain dealers is equal to the demands of the business; at the same time the farmers are treated properly, and as a general proposition are contented with the manner in which their grain is handled and the prices they get.

A further compensation of organization is visible in the continued betterment of terminal conditions. Inspections and weights are everywhere approaching nearer to a perfection which, if not yet the ideal, is much nearer the ultimate than that of former years. The railways, too, are coming to recognize the gratuitous services of the grain dealer to them. While the dealers will never, probably, attain to that desired protection from pirates once thought to be the *ne plus ultra* of railroad coöperation, the loading fee, the relations of the roads to dealers have already become so much more intimate and satisfactory that the loading fee has long since been put aside, even as a theoretical benefit.

Meantime, the activity of the Commerce Commission and the present temper of the general shipping public point to a near future when the secret rebate and the special privileges enjoyed

by big shippers and some elevator companies will become a thing of the past. The charges of the railway companies must in justice to all, and to protect the weak from the strong, become as uniform to patrons of the transportation lines as the price of postage stamps, and the time when it will be so is manifestly approaching, thanks to the agitation of the shippers' associations of the country.

There is some grain dealers' territory not yet organized, but its area is growing smaller by degrees and beautifully less, and wherever associational influence extends, whether local or national, there is seen a growing spirit of harmony, the growth of the principle of arbitration, and a tendency to trade on the basis of the rules proposed by the National Association, which will one day become the recognized basic contract used by all square traders and a sure protection against any chance pirates who may still have escaped in that separation of the sheep from the goats which successful organization will ultimately effect.

CO-OPERATIVE ELEVATORS.

The coöperative elevator, even in Minnesota and Kansas, where it is most in evidence, has hardly arrived at the dignity of a "movement." The difficulty is that farmers are not trained to the business of merchandising grain, however expert as grain growers, and in consequence too many shareholders in coöperative concerns have had their fingers burned to make further experiment popular with the initiated.

Yet in spite of these repeated failures, new coöperative elevator companies appear about as fast as old ones die. What is the reason? The Hanley-Butler type of coöperation is extremely local in its influence; moreover, the new coöperative concerns seem as a rule to come into being without their aid or suggestion. What, then, is the influence that begets them?

Without trying to give a direct answer to the query, the fact may be recalled that the coöperative elevator is most in evidence in that part of the country dominated by the great line elevator companies—the Northwest. Is this a mere coincidence? The line elevator system certainly contains the germs of potential abuses that would, if put into practice, tend to cultivate the farmers' elevator system. Do those abuses, in fact, exist?

While believing with Secretary Wells of Iowa that the regular grain dealer is a business necessity for the economic merchandising of grain, one must also recognize the fact that the economies attained by modern methods of merchandising grain are well understood by the grain grower, and, rightly or wrongly, are further understood by him to inure most to his benefit in a natural state of competitive buying. Wherever, therefore, competitive buying is eliminated by the line company, and the usufruct of the economies is wholly appropriated by the buyer, naturally the grower becomes restless and discontented. It cannot be denied that the line elevator system, with its exclusive privileges on the right of way and presumably of a discriminative rate, also would be able to eliminate competition in a way that no body of individual grain buyers might do, however perfect their local organization. The latter are always subject to competition when conditions are favorable to in-

vite it; the line company with a railway pull need have none it does not permit.

CROP REPORTING AGAIN.

With the return of the growing season, the perennial problem of improving the crop reporting system of the Agricultural Department comes in along with the pussywillow and the hasty crocus. While the majority of our correspondents seem to think that the grain dealers' associations could make better reports in the territory they cover than the government does, nevertheless the reader who will recall the various articles on this subject by H. S. Grimes of Portsmouth, Ohio, will likely agree with him that what is really needed is an entire change in the personnel of the department's correspondents. These now consist for the most part of one principal correspondent in each of the 2,750 important agricultural counties of the United States, assisted by three specials and six to fifteen township correspondents.

The objections urged are that these men are volunteers; that they have no special stimulus to discover the truth in the face of personal discomfort or inconvenience, and that they are personally interested in the character of the reports. The same objections might be urged against grain dealers' association reports, although the charge of self-interest coloring the reports of either growers or country dealers is hardly tenable, seeing that both are inclined to be bulls, whereas the complaint of the reports is that the latter are always bearish.

What rather seems to be needed, as Mr. Grimes contends, is a responsible corps of correspondents, who will give their entire time to the work, and who will be assured of the same tenure of office, with the emoluments thereof, in cash and honor, that obtain in the other bureaus of the department, which will encourage them to make the work their permanent business or profession, subject to the same conditions of personal success or failure that surround all professional work for the government. Such a corps of crop reporters would be more likely to guess discreetly than would a body of casual volunteers.

HOW SOME SHORTAGES WERE MADE.

Another mysterious thief, accused of stealing grain from cars which showed up short at destination, has been unmasked at the farmers' coöperative elevator at Bethalto, Ill. In spite of apparently careful weighing and loading, shortages in wheat shipments to the mills at Alton were alarmingly frequent, amounting to hundreds of bushels, with no clue to the thefts. About a month ago, while some of the employes of the company were making an inspection of the elevator chutes, they found that a stick had become lodged in one chute, through which the wheat was conducted from the loading bin between the scales and the cars. In that way the chute was choked up and the wheat finally overflowed from the chute back into the main elevator,—proving again that a shortage is not always chargeable to the receiving end, though always found there.

Tried and true commission houses are more to be relied upon than the hot air of strangers.

EDITORIAL MENTION

Don't grade the corn you buy too high. Half the success in selling comes from careful buying.

The announcement that freight rates will advance means something more to-day than it did six months ago.

The Court of Appeals of Maryland, in a case brought by Edgar V. Austin and others, holds that memberships in the Stock Exchange are not taxable, sustaining the lower court.

The last short crop of American corn was hard on the new consumers of the toothsome Murphy-brod abroad, but we can assure them we won't let it happen again in a hurry.

The question, Have competitors any rights I am bound to respect? is more easily answered when it reads, Have I any rights my competitors are bound to respect? Then apply the golden rule and be happy.

The Nebraska Grain Dealers' Association will hold the annual meeting for this year in May, probably. Secretary Bewsher hopes to send out with his formal announcement of time and place the details of an excursion which he is now planning into the South.

New England receivers have been offering one-half cent bonus for corn guaranteed to arrive "cool and sweet." The shipper who is cool headed and wants to remain sweet tempered is gracefully but firmly putting this particular form of temptation behind him.

The annual meeting of the Iowa Grain Dealers' Association will be held at Des Moines on April 24 and 25. The program is not yet announced, but members will receive notification in due season from Secretary Wells. The meeting is sure to be both profitable and enjoyable.

At last, "after many days," the Montreal Harbor Commissioners have accepted a tender by J. F. Webber of Buffalo to build in that city a steel tank elevator of 1,000,000 bushels' capacity. So "everything comes round to him who waits"—if he doesn't die waiting, as at one time seemed likely to grain men at Montreal.

The investigations of Secretary Coburn of the Kansas Agricultural Board shows that the total acreage sown to wheat in Kansas has never been greater, except in 1893, 1894, 1899 and 1900, than her present net area in this crop, with an average condition of 74, after more than a million acres has been sponged off the slate as doubtful. Whew!

The Minneapolis papers are agreed in deprecating the tendency of Minnesota farmers to enlarge their corn area at the expense of wheat. From the standpoint of the northwestern elevator man and the miller of Minneapolis, this is expression of a natural alarm, perhaps, but it will be difficult to turn the farmers of the state

from the growing movement toward diversification, which more corn planting and creamery building indicate.

A sensational bit of news which the yellow journals neglected to print in three-inch type and red ink, although entitled to such distinction, was a case on April 7 where a certain Chicago railroad turned down an offer of twenty-five carloads of high-class freight which was offered at a half cent below regular tariff. The freight office had developed, under pressure, the nerve to maintain the rate.

The bill relating to the landlord's lien on grain in Iowa, making the illicit selling by the tenant of grain belonging to the landlord a criminal offense, has been passed by both House and Senate, and will doubtless soon become a law. The law will, therefore, give the landlord substantially the same protection for his rents in kind in the hands of his tenant that the mortgagee of chattels has. The criminal code has been sufficient to protect the mortgagee's rights and will be to protect the landlord also. For this gracious reform of this law in Iowa, dealers must credit the grain dealers' associations of that state.

James Butler of the Coöperative Grain and L. S. Association of Kansas is parading himself as a deeply injured party, because he was not invited to take part in the proceedings of the Kansas Grain Dealers' Association, and because, also, when he invited himself to attend that function, he was turned down as a persona non grata. One wonders what Jim really thinks he is entitled to. Having with deliberated malice persistently misrepresented this Association for two years or more before the Kansas farmers, shame ought for the moment to have triumphed over gall and put him on the back seat, where loud talking is not allowed.

'Squire Hanley of the Allied Grain Growers' Association went all the way to Washington to tell the President that his—'Squire Hanley's— allied farmers are opposed to the isthmian canal, because, when built, it "will destroy every natural advantage of the United States for the trade of the Orient by [giving a] six weeks' nearer voyage for [to] our European competitors." If 'Squire Hanley had devoted a tithe of the time to his geography and to computations of distances that he has given to the agonizing involutions of his inner consciousness on the farmers' wrongs and the wants he imagines they want, he would have found that for the most part the Orient of commerce is actually nearer to Europe via Suez than via Panama.

New York feed dealers report a tendency among city buyers to return to the unclipped oats. At least the former margin of about four cents in favor of the clipped grain, as against oats in the natural state has been reduced to nothing, or, at best, to but a cent premium. The explanation given for this freak sounds faddish, but is given in good faith, and is to the effect that "feeders have found that horses eat the clipped oats without masticating them, and they but partially digest, thus losing much of their nutrition, while a horse is compelled to masticate them with the hulls on, and thus secures all their nutritive quality. Clipped oats are also more

heating, and thus are more dangerous to driving horses. This is but another illustration that where man attempts to improve on nature he fails."

It is reported from Vancouver, B. C., that a certain farmer contracted to deliver to a certain merchant a certain quantity of grain on or before a certain day, but failed to do so. By an unusual coincidence the price of the said grain in the open market had advanced before delivery day beyond the said contract price. So the party of the first part sued said farmer, and we are told that this is the first time in the history of Vancouver that such a case has been before the courts. Everyone, therefore, is waiting with bated breath for the results of the trial, hoping for the best; that is to say, that the farmer will get it in the pharynx.

Under charge of Emil W. Wagner of the Chicago Board of Trade, Baron Freiherr von Loen, a representative of the German government, was recently shown the American method of speculative trading. Among the various points elucidated the Baron was shown how he could order securities bought in a market 800 miles away and have his order executed and reported upon in less than a minute. The Baron was sent to this country by his government to investigate American speculative methods, and without question he dropped off at the right market. It was not reported that the Baron took any time studying the quotations on the tape, but then perhaps he didn't need the money.

The small yard lumber dealers of the Northwest complain that the line elevator companies are handling lumber without profit for the accommodation of the farmers who haul grain to their houses. The practice is held to be especially aggravating because stocks of lumber are carried by the elevator men at points where it would not pay an exclusively lumber dealer to operate. Of course, from the nearest lumber dealer's point of view it cuts no figure how much further the farmer would have to haul his lumber in case the elevator man did not accommodate him by carrying a stock, but under the circumstances the real offense of the elevator does not seem to be a heinous one after all.

The new grade of "standard oats" at Chicago, effective July 1, is a compromise. Hitherto no change in the speculative grade of oats has been made, owing to the opposition of the cash interests on the Board, which are worth more to the market than the speculative side. The cash side is now divided as to the new grade, as many receivers welcoming it, probably, as there are those who oppose it. Those who favor the new grade believe it to be useful, in that it will permit the country dealer to safely hedge his oats by selling futures against his cash holdings in the country, and not force him to accept bids for shipment, as he is now compelled to do. The majority of the oats coming in test 28 pounds or more, so that shippers will run no risk in hedging, as they have been doing of late, owing to extreme light receipts of mixed oats, which is the contract grade. This naturally placed sellers at a disadvantage, as it gave manipulators a chance to corner the market, which they cannot do with the new grade, if

adopted. When receivers, like doctors, disagree, the rest will "take to the woods" and wait for the grade to defend itself in practice.

In a recent lecture at Cooper Union, New York City, Interstate Commerce Commissioner Knapp, among other things, said:

"The state has as much right to farm out the business of collecting its revenues or preserving the peace and allow the parties intrusted with these duties to vary the rate of taxation according to their own interests or to sell personal protection to the highest bidder as it has to permit the great function of public carriage to be the subject of especial bargains or secret dickers, to be made unequal by favoritism or oppression or extortion."

And upon this idea he based an argument for public ownership of railways. While Mr. Knapp is undoubtedly far in advance of his time in this matter, there is no doubting the fact that the recent management of railways, and especially of railway stocks and securities, has hastened by many years that consummation which some day will obtain, and has given sanction to an immediate assumption by the public of rights of regulation of railways that but a few years ago would have been deemed a most daring usurpation and an offensive exhibition of paternalism.

The Iowa State Register has begun an agitation for the improvement of the Des Moines River for navigation purposes, as one of the links in a chain of canals from Chicago to Des Moines. In spite of the criticism that canals are "played out," chiefly because of the shinkage in handling grain at canal terminals and the delays in passage, it is very well known that as a regulator of freight rates a "played out" canal beats any sort of railway "competition." But the canal promoters should be modest—and reasonable. Canals should be made for canal boats and not for steamships. A little more common sense applied to this question, as Governor Odell applies it in New York state, would be of greater benefit to the West than the grandiloquent propaganda for ship canals across the western prairies made by the Chicago Drainage Commission, based on the arguments in favor of ship canals made by American statesmen dead and mostly forgotten before such things as a railway, a marine grain elevator leg and a 5,000-ton vessel were even dreamed of.

The common belief that electric lights will not cause fire is pretty much obsolete by this time, although some people in practice do still treat it as if fire danger therefrom were non-existent. Attention was called in these columns to a case where grain in contact with such a light in a ship's hold showed the effects of the extreme heat of the lamp, being, in fact, burned. In the April number of Cassier's Magazine a number of other experiments are recorded to show that such lamps are a real fire risk when in contact with combustible materials. The difference between the electric light and others seems to be one of degree rather than of kind. It takes more time for the ordinary 16-candle-power electric light to set fire to a piece of paper or wood than a gas or oil flame, but, given the time, it will ignite both those materials. Even the flexible cord connections have been found to be a source of danger when allowed to get oily or dirty with lint, as in a cotton mill, prob-

ably because the strands of fine wire may become broken and pushed through the insulating covering. In short, carelessness or slovenliness with this form of heat and light, as with others, is punishable in the same old way.

Damages were recently assessed to a seed man in favor of a buyer of seed oats that proved to have been sophisticated with wild mustard. Of course, the wild mustard is not wholly valueless, but it has its place, and that is not in seed oats. The circumstance recalls the fact that a Pennsylvania state bulletin reports that on investigation by tests it has been found that much of the seeds offered on the markets of that state are of such low vitality as to be almost worthless. It appears that there is little relief for the ordinary purchaser, as only a few of the states have enacted laws to punish such frauds. Laws requiring seed packers to guarantee the percentage of purity and vitality of seeds, at least in packages over, say, one pound in weight, would be a protection for honest dealers.

The noted German brewing authority, Herr Windisch, again punctures the ancient trade superstition that the sulphuring of grain is necessarily destructive to its integrity as a brewing material. In the main sulphured malt, for example, merely looks better, he says, for the practice seems to have no technical advantages for the brewer and is disadvantageous only when overdone, it being found that strongly sulphured malt cannot be made to sugar well except with much difficulty, while there is greater acidity and less extract. Although the practice of sulphuring malt is almost universal in Germany, bad results of the practice are apparently so infrequent that Windisch merely recommends that, if a malt is found by the public chemist examining it to have been injured by the sulphuring practice, this should be stated for the protection of the buyer, but, if not, that no notice should be taken of it.

CENSUS VS. DEPARTMENT CROP REPORTS.

Assuming that the Census Bureau's report of the acreage and production of the year 1899 is correct, and there seems no reason to doubt its integrity, the report for the same crop by the Agricultural Department becomes conspicuous for its inaccuracy. A comparison of the two reports is as follows:

	Census bureau.	Agricultural department.
Wheat, acres.....	52,588,000	44,592,000
Wheat, yield, bu.....	658,534,000	547,303,000
Corn, acres	94,916,000	82,108,000
Corn, yield, bu.....	2,666,000,000	2,078,000,000
Oats, acres	29,539,000	25,341,000
Oats, yield, bu.....	943,387,000	796,000,000
Rye, yield, bu.....	25,570,000	23,061,000
Barley, yield, bu.....	119,633,000	73,381,000
Buckwheat, yield, bu....	11,237,000	11,094,000

It is curious to note that while the farmers and some members of the grain trade have complained that the department's monthly reports are systematically bearish, the department has been, on the above showing, understating the truth. Taking the figures as to wheat furnished in the Northwest, where it is plain that the Agricultural Department placed the acreage too low, and where it has been impossible for any statistician to get at exact results, the showing is striking. There is an increase of 2,335,-

649 acres and 39,346,307 bushels in the census returns over the Department of Agriculture. The average yield per acre was 13.14 bushels as per census and 12.48 bushels by the Department of Agriculture. The figures by states are as follows:

	Census bureau.	Agricultural department.
Minnesota, acres	6,560,707	5,091,312
Yield	95,278,660	68,223,581
North Dakota, acres.....	4,451,251	4,043,643
Yield	59,888,817	51,758,630
South Dakota, acres.....	3,981,659	3,526,013
Yield	41,889,380	37,728,329
Totals, acres.....	14,996,617	12,660,958
Total yields	197,056,857	157,710,550

Comment on the showing seems hardly necessary. King & Co. say: "They don't do it intentionally, but are handicapped for lack of funds." Is it lack of funds or of a perfect system?

ELEVATOR BUILDING IN THE NORTHWEST.

Minneapolis firms engaged in elevator construction have never had the inquiry for plans and estimates on various types of elevators they are receiving this spring. Indications are that the season will be the busiest local elevator construction thus have ever had, says the Minneapolis Journal. There is much inquiry for estimates on fireproof houses, and it is possible that for the first time this year some of the country lines will make their new elevators of this type instead of wood. The scarcity of steel, which it was thought would curtail the increase in terminal capacity in Minneapolis, has turned the attention of elevator companies and builders to other material. Tile and cement have been used to some extent. The advocates of brick as elevator material are now having an inning. Several companies are now discussing the brick elevator and may adopt it as the type of their best houses.

Contracts for several elevators of from 250,000 to 350,000 bushels' capacity have already been let. Estimates are being made on several larger houses ranging in capacity from 1,000,000 to 2,000,000 bushels. Some of the terminal companies are figuring on increasing their capacity by replacing wood storage with fireproof. Others in calculating on additions to present storage are anxious to adopt fireproof construction. Various elevator concerns desiring to build new houses at important wheat receiving points will erect fireproof structures if the cost of those types can be brought to what they consider a reasonable basis. Advocates of tile and brick as elevator material say that the terminal elevators here will be gradually converted into fireproof on account of the big difference in insurance on the old and new types of elevators.

The amount of elevator construction in the country each year depends in a great measure upon railway extensions. In most of the old territory elevator building will be limited to new houses erected to replace worn-out or burned structures, and building by an occasional private company or association of farmers. The various extensions planned by Southern Minnesota railroads will stimulate elevator building in that section of the state. It is estimated that thirty new houses will be built on proposed extensions of the Northwestern road in Southern Minnesota. The plans of the Soo are also furnishing some ground for speculation.

March 31 was the last day on which applications for prison-made grain bags were received by the Washington authorities. It is estimated that about 1,400,000 bags will be made this season in the Washington penitentiary, with applications on file for 500,000. The price fixed by the State Board of Control for grain bags during the present season is \$6.35 per 100. The lowest price at which Calcutta grain bags are known to have been sold at Walla Walla during the present season is \$6.75 per hundred.

Trade Notes

Fairbanks, Morse & Co., Chicago, are erecting a \$200,000 addition to their factory at Beloit, Wis.

M. J. Travis, elevator designer and builder, has moved his headquarters from Atchison to Wichita, Kan.

The Penman Tank & Boiler Works of East Chicago, Ind., is completing arrangements to move its plant to Beaumont, Texas.

The Barnard & Leas Mfg. Co. have made B. F. Starr & Co. of Baltimore exclusive selling agents for their machinery in the states of Maryland and Delaware.

H. W. Caldwell & Son Co., Chicago, are making use of an advertising novelty in the shape of a dating and numbering stamp outfit with movable rubber figures.

Kimball Bros. of Council Bluffs, Iowa, manufacturers of the well-known Columbia Scales, have commenced the season with enough orders to show the popularity of this scale with the trade.

The E. A. Bryan Co., Chicago, has been incorporated with a capital of \$25,000 to manufacture steel storage tanks. The incorporators are E. A. Bryan, Edwin Burritt Smith and Norman A. Street.

Honstain, Bird & Co. of Minneapolis have the contract for remodeling the Western Grain Co.'s elevator at Nashua, Iowa. The new equipment will include a gas engine and three No. 4 Gerber Improved Distributing Spouts.

D. A. Robinson, the elevator designer and builder, has changed the location of his office to Room 610, Bailey Building, Seattle, Wash. He makes quite a specialty of heavy construction, such as docks, coal bunkers, sawmills, etc.

The Richmond City Mill Works, Richmond, Ind., manufacturers of the Planters' Pride Feed Mills and the Richmond Disc Grinders, report that they have more business on their books than ever before at this season. They anticipate the biggest year's business in their history.

Dixon's Silica-Graphite Paint, which protects steel structures from corrosion, has been very extensively used in the South, West and sea-coast sections of the United States, also in Mexico, Australia, China, Japan, West Indies and Philippine Islands, and has proven its protective and wearing qualities in all climates.

D. H. Stuhr, Davenport, Iowa, secretary of the American Grain Purifier Constructing Company, calls our attention to a very important result of the use of their purifying process, namely, that it destroys the weevil germs and thus prevents the breeding of weevils in the purified grain. This is an advantage which should not be lost sight of.

The Weller Mfg. Co. of Chicago has engaged Fred Freidline to represent them on the road. Mr. Freidline was formerly with Frank Kaucher of St. Joseph, Mo., and has experience both in the grain elevator machinery line and the building trade. The company also reports what is termed a record-breaking order in elevator buckets. This order was for 40,000 buckets and came from Minneapolis.

The Dickey Manufacturing Company of Racine, Wis., have been preparing themselves for the spring business in grain cleaners and separators by putting their factory in readiness to turn out the extra number of machines which the early year's demand always brings. Their Dustless Suction Overblast Separator for grain, flax and seeds has been on the market for years and its popularity has steadily grown among the grain trade.

The Woman's Club, of Sterling and Rock Falls, Ill., gave its annual supper at Sterling recently, which was designated as a southern supper. Several able speakers entertained the guests, among whom was Mr. George M. Robinson, president and treasurer of the Charter Gas Engine Co. He spoke on the New South and started out with a good story, appropriate to the occasion, and got his au-

dience in excellent humor at the very beginning. He told of the industries of the New South in an interesting and comprehensive way, and showed the progress that has been made in manufacturing, in agricultural pursuits, in education, in religion and in politics. He believes the recent acts of legislation in the South show it to be advancing, and he spoke at some length upon the practical disfranchisement of the negroes. The address was listened to attentively and greatly enjoyed.

The Stephens-Adamson Mfg. Co. of Aurora, Ill., celebrated its first anniversary April 1, by a dinner given at the home of President W. W. Stephens. There were present: William George, president of the old Second National Bank of Aurora; D. W. Simpson, president of the Wilcox Mfg. Co.; Col. Ira C. Copley, treasurer and general manager of the Aurora Gas, Light & Power Co., and Herman Felsenheld, one of Aurora's leading retail merchants. These men are among the most public-spirited citizens of Aurora and it was largely through their efforts that the Stephens-Adamson Mfg. Co. was secured for their city. They expressed surprise at the progress which the firm had made in one short year and in their opinion the firm gave promise, by its rapid growth, of becoming one of the largest industries in the city. Of the Stephens-Adamson Mfg. Co. there were present: W. W. Stephens, president; F. G. Adamson, vice-president; D. B. Piersen, secretary, and William E. Bee, superintendent. Each of these gentlemen were presented by the visitors with a silver smoking set of five pieces, made to order especially in Aurora, and engraved suitably to mark the firm's first anniversary. At present the firm is contemplating building an addition on the rear of their main building, to give added room, and among recent improvements have built a 40-foot traveling crane, to facilitate the handling of heavy machinery. The pattern department, which is now on the main floor, will be removed to the second floor, in order to save room. The first anniversary finds the firm very busy, with excellent freight and other facilities and plenty of ground space to enlarge the plant when necessary.

Court Decisions

[Prepared especially for the "American Elevator and Grain Trade" by J. L. Rosenberger, LL. B., of the Chicago Bar.]

Liability of Growers for Breach of Warranty of Seeds.

Upon the sale of seeds by the grower there is an implied warranty, the Second Appellate Division of the Supreme Court of New York holds (Landreth vs. Wyckoff, 73 New York Supplement, 388), that they are free from any defects arising from improper and negligent cultivation. To rebut any implication of warranty, however, in the case before the court, the growers relied largely upon a notice printed in small type at the upper left-hand corner of the bill which they rendered. The notice, naming the growers, stated that they "give no warranty, express or implied, as to the description, quality and productiveness, or any other matter, of any seeds they send out; and they will not be in any way responsible for the crop. If the purchaser does not accept the goods on these terms they are at once to be returned."

With regard to this notice, the court says that whatever might have been its legal effect if the purchaser had become cognizant of its existence and purport before using the seeds, it could not be deemed to have entered into or altered the contract between him and the seed growers, he having testified that although he received the bill before planting the seeds, he did not then observe this disclaimer, and, indeed, had never seen it until it was brought to his attention upon the trial.

The rule of damages applicable to the breach of a warranty of seeds to produce that which will meet a certain requirement is, it holds, the value of a crop of the character contemplated, such as the jury should believe would ordinarily be produced the year under consideration, deducting all

expense of raising the crop, and also deducting the product or value of the crop actually raised.

Rights of Consignee Reserving a Certain Amount to Cover Shortages.

A firm contracted with a milling company to furnish it with a quantity of wheat at a certain price per bushel. They shipped to it two car-loads of wheat and drew drafts therefor in favor of a local bank, which were attached to the bills of lading and forwarded by that bank to another one for collection. The milling company refused to pay the full amount, but agreed to pay 75 per cent thereof, as the wheat was not sent subject to inspection. The railroad agent wired for permission to allow the milling company to inspect, which was granted, and the 75 per cent was paid and the balance reserved for reclamation on weights and grades, if any. After and on the day one of the cars had been partially inspected, a member of the shipping firm went to the place to which the wheat was shipped and in company with the mill inspector went into that car and inspected the wheat. The mill inspector claimed that the wheat did not come up to the contract, and it was again agreed between them that the milling company should retain 25 per cent to cover shortage in weight and grade. The other car had not then been opened. Subsequently, the milling company, claiming that the wheat was badly damaged and that it could use only a small portion thereof, sued to recover of the firm and the bank in favor of which the drafts were drawn the difference between the value of the wheat and the amount paid on it. Then the firm made claim for the 25 per cent reserved, alleging that the wheat, if damaged, was damaged in transit. The result was a judgment in favor of the firm for the 25 per cent reserved. But this judgment is reversed by the Court of Civil Appeals of Texas (Commerce Milling & Grain Co. vs. Morris, 65 Southwestern Reporter, 1118).

When the reservation of 25 per cent to cover shortage in weight and grade was agreed upon, the court says, the parties evidently thought, from the partial examination then made, that that amount would be sufficient to cover any reclamation. The circumstances under which the agreement was made would not prevent the milling company from claiming more if, in fact, the wheat was damaged more than was indicated by the wheat on top. The understanding was had to protect the milling company from loss; and the fact that a smaller amount was retained than was necessary would not confine the milling company to the amount retained, but it would be entitled to recover the amount of loss sustained, if any, in excess of the amount retained. Consequently, the real issue between the milling company and the firm was the difference between the value of the wheat delivered and that contracted for. The difference was the measure of recovery.

The evidence showing, in the court's opinion, that the bank received the drafts for collection, it holds that no liability attached to the bank in favor of the milling company for a failure, if any, of the wheat's being such as contracted for. For the breach of the warranty the milling company's recourse was against the firm.

Another point decided in the case is that it was error to permit certain witnesses to testify as to the contents of the public weigher's certificate as to the weight of the wheat when loaded into the cars. This testimony, the court holds, was objectionable because the certificate was the best evidence of its contents, and the failure to produce it was not properly accounted for, so as to admit secondary evidence.

Exporters at Atlantic ports still complain of a scarcity of grain which is quite unprecedented. The demand for corn from abroad is also poor.

The Corn Products Company will close the glucose works at Waukegan as soon as the supplies on hand are used up. The concern has employed 500 men.

VISIBLE SUPPLY OF GRAIN.

The following table shows the visible supply of grain Saturday, April 5, 1902, as compiled by George F. Stone, secretary of the Chicago Board of Trade:

In Store at	Wheat bu.	Corn, bu.	Oats, bu.	Rye, bu.	Barley, bu.
Baltimore	586,000	234,000	111,000	87,000	.....
Boston	327,000	294,000	3,000	.....	.....
Buffalo	661,000	124,000	4,000	.....	293,000
do. afloat	.....	.....	.....	.....	.....
Chicago	6,398,000	4,670,000	682,000	912,000	103,000
do. afloat	418,000	280,000	133,000	20,000	.....
Detroit	189,000	8,600	3,000	36,000	2,000
Duluth	14,592,000	66,000	203,000	46,000	324,000
do. afloat	73,000	.....	.....	.....	.....
Fort William	4,713,000	.....	.....	.....	.....
do. afloat	238,000	.....	.....	.....	.....
Galveston	.....	.....	.....	.....	.....
do. afloat	.....	.....	.....	.....	.....
Indianapolis	161,000	65,000	41,000	1,000	.....
Kansas City	1,133,000	385,000	96,000	.....	.....
Milwaukee	732,000	240,000	131,000	22,000	127,000
do. afloat	.....	.....	.....	.....	.....
Minneapolis	12,950,000	35,000	123,000	37,000	13,000
Montreal	51,000	8,000	266,000	22,000	93,000
New Orleans	718,000	68,000	.....	.....	.....
do. afloat	.....	.....	.....	.....	.....
New York	1,489,000	413,000	536,000	15,000	35,000
do. afloat	72,000	316,000	102,000	43,000	.....
Peoria	67,000	57,000	95,000	1,000	.....
Pbiladelphia	271,000	.....	.....	.....	.....
Pt. Arthur, Ont.	do. afloat	.....	.....	.....	.....
St. Louis	630,000	523,000	152,000	£0,000	22,000
do. afloat	.....	.....	.....	.....	.....
Toledo	54,000	701,000	430,000	151,000	.....
do. afloat	.....	.....	.....	.....	.....
Toronto	18,000	.....	13,000	.....	31,000
On Canals	46,000	3,000	37,000	31,000	50,000
On Lakes	1,202,000	.....	81,000	73,000	.....
On Miss. River	40,000	21,000	25,00	.....	.....
Grand Total	48,410,000	8,508,000	3,300,000	2,016,000	1,155,000
Corresponding date 1901	53,890,000	21,990,000	11,390,000	1,112,000	850,000
Weekly Inc.	.....	.....	154,000	.....	.....
Weekly Dec.	1,205,000	291,000	.....	84,000	120,000

EXPORTS FROM ATLANTIC PORTS.

The exports of breadstuffs, as compiled by George F. Stone, secretary of the Chicago Board of Trade, from the Atlantic ports during the two weeks ending April 5, as compared with same weeks last year, have been as follows:

Articles.	For week ending Apr. 5.		For week ending Mar. 29.		For week ending Mar. 30.	
	1902.	1901.	1902.	1901.	1902.	1901.
Wheat, bushels	2,204,000	2,515,000	1,567,000	2,172,000		
Corn, bushels	223,000	2,882,000	214,000	3,150,000		
Oats, bushels	7,000	873,000	510,000	987,000		
Rye, bushels	33,000	35,000	8,000	55,000		
Barley, bushels	17,000	37,000	.....	9,000		
Flour, barrels	328,700	351,000	176,100	36,300		

RANGE OF PRICES AT CHICAGO.

The daily range of prices for cash grain at Chicago for the month ending Apr. 12 has been as follows:

March	NO. 2* R.W.WNT		NO. 1NO. SP.WHT		NO. 2 CORN.		NO. 2 OATS		NO. 2 RYE		NO. 1N.W. FLAXSEED	
	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.
12	82 1/2	83 1/2	74	74 1/2	60 1/2	60 1/2	44 1/2	45 1/2	58	58	172	172
13	82 1/2	83 1/2	73 1/2	74 1/2	60	60	45 1/2	50 1/2	60	60	172	172
14	82	83 1/2	73 1/2	74 1/2	60 1/2	60 1/2	13 1/2	16 1/2	56	56	172	172
15	82	83 1/2	74 1/2	75 1/2	60 1/2	60 1/2	45 1/2	45 1/2	.....	.....	172	172
16	82	83 1/2	74 1/2	75 1/2	60 1/2	60 1/2	45 1/2	45 1/2	55 1/2	55 1/2	172	172
17	82	83 1/2	74 1/2	75 1/2	60 1/2	60 1/2	45 1/2	45 1/2	55 1/2	55 1/2	172	172
18	82	83	72 1/2	73 1/2	59 1/2	59 1/2	41 1/2	44 1/2	52	52	172	172
19	81 1/2	82 1/2	72 1/2	73 1/2	59 1/2	59 1/2	41 1/2	44 1/2	58 1/2	58 1/2	171	171
20	81	82	71 1/2	72 1/2	59	59	43	43	56 1/2	56 1/2	172	172
21	80	82	72 1/2	73 1/2	58 1/2	58 1/2	43 1/2	43 1/2	43 1/2	43 1/2	172	172
22	78 1/2	79 1/2	70 1/2	71 1/2	56 1/2	56 1/2	42 1/2	43 1/2	43 1/2	43 1/2	172	172
23	77	78	70 1/2	71 1/2	57 1/2	57 1/2	41 1/2	41 1/2	57 1/2	57 1/2	172	172
24	77	78	70 1/2	71 1/2	57 1/2	57 1/2	41 1/2	41 1/2	57 1/2	57 1/2	172	172
25	78	79 1/2	70 1/2	71 1/2	56 1/2	56 1/2	42 1/2	42 1/2	57 1/2	57 1/2	172	172
26	79	80	71 1/2	72 1/2	58	58	42 1/2	42 1/2	57 1/2	57 1/2	172	172
27	78	80	70 1/2	71 1/2	57 1/2	57 1/2	43	43	58	58	172	172
28	77	79 1/2	70 1/2	71 1/2	58 1/2	58 1/2	43	43	58 1/2	58 1/2	174	174
29	77	79 1/2	70 1/2	71 1/2	58 1/2	58 1/2	43	43	58 1/2	58 1/2	174	174
30	77	78	69 1/2	70 1/2	58 1/2	58 1/2	41 1/2	41 1/2	54 1/2	54 1/2	176	176
31	77	78	69 1/2	70 1/2	58 1/2	58 1/2	41 1/2	41 1/2	54 1/2	54 1/2	176	176
April	1	76 1/2	78 1/2	71 1/2	59 1/2	59 1/2	43	43	57 1/2	57 1/2	168	168
2	76 1/2	78 1/2	71 1/2	59 1/2	59 1/2	43	43	57 1/2	57 1/2	168	168	
3	76 1/2	78 1/2	70 1/2	71 1/2	58 1/2	58 1/2	43	43	57	57	174	174
4	77 1/2	79 1/2	70 1/2	71 1/2	58 1/2	58 1/2	43	43	57 1/2	57 1/2	174	174
5	77	79	70 1/2	71 1/2	57 1/2	57 1/2	43	43	57	57	175	175
6	77	79	70 1/2	71								

ELEVATOR, GRAIN NEWS

ILLINOIS.

An elevator will be built on the C. & N. W. Ry. at Nelsen, Ill.

Wm. Maxwell & Son have sold their elevator at New Berlin, Ill.

William Mudge of Homer has purchased an elevator at Ogden, Ill.

Davis & Boggs of Lovington, Ill., will erect two elevators this summer.

F. L. Kidder has begun work on his new 300,000-bushel elevator at Paris, Ill.

Kohl & Edeu of Danforth, Ill., have sold their elevator to Ludean & Walters.

An elevator is being built on the F. J. & E. at Brisbane, Ill., by a Mr. McDonald.

The elevator of C. R. Aden & Co. at Carlinville, Ill., is to be remodeled and enlarged.

The Central Elevator Co., Chicago, has decreased its capital stock from \$100,000 to \$10,000.

The Farmers' Grain & Coal Co. of Mason City, Ill., has declared a dividend of 20 per cent.

J. F. Benson has bought E. W. Benson's half interest in the Benson & Bradford Elevator at Colfax, Ill.

Warner & Wheeler, grain dealers at Fisher, Ill., have dissolved partnership; Mr. Wheeler retiring from the firm.

Perry Fuson of Pierson, Ill., is building an elevator at Chesterville, on the site of the Ogden Elevator, burned last fall.

George Arnold has purchased Ed Hawthorne's new elevator and residence at Cookville, Ill., and will take possession June 1.

M. J. Hogan, Seneca, Ill., has installed an 80-horsepower boiler in the place of a smaller one heretofore in use in his elevator.

It is stated that Daniel Heidelbaugh and another gentleman of Blue Mound, Ill., will erect an elevator there during the summer.

The Northwestern Elevator & Grain Co. intend to enlarge their elevator at Hahnman, Ill., to provide more storage room for oats.

John H. Miller, Clarence W. Day and Paul Brown have incorporated the Lincoln Grain Co. at Lincoln, Ill., with a capital stock of \$25,000.

Geo. Bates has sold his elevator at Amboy, Ill., to the Atlas Grain Co. of Chicago, but will continue in charge for the new owners.

Moeschel & Risser have succeeded Moeschel & Jenkins, grain dealers at Washington, Ill., where they have an elevator on the Santa Fe.

The Waukegan, Ill., plant of the "Glucose Trust" was closed down about 10 days ago. This cuts off the consumption of a large amount of corn daily.

C. W. Ballard has purchased a mill building at Girard, Ill., and will remodel it into a grain elevator. He will also deal in implements and lumber.

The Atlas Elevator Co. of Chicago has purchased elevators at the following points in Illinois: Hinckley, West Brooklyn, Amboy and Grand Ridge, all on the C. B. & Q.

J. F. Leising & Co. of Chicago Heights, Ill., are preparing to build a 12,000-bushel elevator in connection with their wholesale and retail grain and feed establishment.

One night last month six men dynamited the safe in the office of A. K. Knapp, grain and lumber dealer and banker at Minoqua, Ill., and made their escape with \$3,404.95.

The Northwestern Yeast Co., Chicago, has purchased a piece of property at Bloomingdale avenue and Paulina street and expect to erect a grain elevator on it next fall.

The Pratt-Baxter Grain Co. of Taylorville, has let the contract for erecting an elevator 32 feet square by 82 feet high at Clarksdale, Ill. A gasoline engine will be used.

The White Rock Elevator Co., Kings, Ill., has been incorporated with a capital stock of \$10,000, to deal in grain, lumber, coal, etc. The incorporators are E. C. Hayes, R. M. King and G. L. Clark.

Geo. W. Patten and H. J. Patten, of the firm of Patten Bros. of Chicago, have purchased an interest in the firm of Carrington, Hannah & Co. On May 1 the firm will become Carrington, Patten & Co. The concern is incorporated with a capital of \$200,

000. Besides the general commission business it controls a line of elevators on the I. C. R. R. and two terminal elevators in Chicago.

The McDonald Grain Co., Green Valley, Ill., has been incorporated with a capital stock of \$10,000 to deal in grain, live stock and general merchandise. The incorporators are Franklin L. Velde, D. F. Velde and W. L. Prettyman.

Edward and Clyde Herron, sons of Hon. W. G. Herron of Allerton, are erecting a new elevator at Stockland, Ill., six miles east of Milford, on the new Freeland extension of the C. & E. I. Herron Bros. already own and operate an elevator at Milford.

Maddin Brothers of Del Rey, Ill., have recently dissolved partnership, and a new firm has been formed, which is now known as C. M. & G. W. Maddin. J. C. Maddin, another brother, and a member of the old firm, is still located at Del Rey, and will buy grain and run the south house. G. W. Maddin is also engaged in the grain and coal business at Thawville.

Thomas H. Stokes, receiver of the late Paul Smith of Lincoln, Ill., has filed his inventory with Judge John H. Moffett in the Circuit Court. The inventory showed that the property belonging to Mr. Smith was valued at \$77,359.21. Judge Moffett ordered a sale of all property, except the homestead, and the receiver named March 21 as the date of sale. At this sale three grain elevators, one at Lawndale, one at Lincoln and one at Broadwell, were sold to J. C. Diffenderfer of Englewood for \$12,700.

EASTERN.

Hermon Jeffs of Jefferson, Mass., expects to erect a new grain store.

W. D. Grant has begun work on his new grain warehouse at Willimantic, Conn.

John A. Smith has purchased the flour and grain store of Geo. W. Hall at Winsted, Conn.

Louis Stein, a grain dealer at 6 Russell place, Boston, has filed a petition in bankruptcy.

Louis Muller & Co., grain merchants of Baltimore, have incorporated as the Louis Muller Company.

H. C. Black & Son have leased the Green River Grist Mill at Greenfield, Mass., and will carry on a grain business.

The Cutler Co. of North Wilbraham, Mass., expect to open a grain store at Warren and another at West Brookfield.

Edward C. Paull, grain dealer at the Weir, Taunton, Mass., intends in the near future to erect a large grain warehouse at Myricks.

George Enzian, Sr., of Franklin, Pa., has purchased property at Jamestown. On the rear of the lots adjoining the railway he will erect a grain elevator.

The N. Lawrence Co. of Dobbs Ferry, Westchester County, N. Y., has been incorporated with a capital stock of \$100,000, to deal in grain, hay and feed.

The J. C. Smith & Wallace Co., flour and grain merchants of Newark, N. J., are rebuilding their brick warehouse and elevator which was destroyed by fire last fall.

McCue & Wright, Bluefield, W. Va., are erecting a new 30,000-bushel elevator, the machinery for which has been ordered of Nordyke & Marmon Co., Indianapolis, Ind.

O. A. Upton, a fuel dealer at Adams, Mass., has decided to enter the grain, hay and feed business also, and will erect an elevator on a spur of the Boston & Albany.

A large grain drying plant is being erected in connection with the Central Pennsylvania Brewing Co.'s plant at Scranton, Pa., to dry and pack the brewers' grains for stock food.

CENTRAL.

Work is in progress on the new Vaughn Elevator at Caro, Mich.

R. M. Sims of Attica has purchased an elevator at Stockton, Ind.

It is reported that Ross Bros. will erect a grain elevator at Beaverton, Mich.

A. J. Wolf continues the grain and produce business of Wolf & Baker at Fremont, Ohio.

W. L. Gary has succeeded the Globe Milling Co. in the grain business at Nutwood, Ohio.

Toledo, Ohio, parties will build a grain elevator at Erie, Mich., on the line of the F. & P. M.

Studabaker, Sale & Co. of Bluffton, Ind., will erect a 10,000-bushel elevator at Van Buren.

The Lake Shore Elevator Co. of Glenville, Cuyahoga County, Ohio, has been incorporated with a

capital stock of \$20,000. Among the incorporators are L. M. Faber and V. L. Wining.

The L. E. & W. Ry. has given a lease on an elevator site at Findlay, Ohio, to eastern parties.

C. E. Beebe has sold his elevator at Mendon, Mich., to Geo. H. Crawford of Greenwich, Ohio.

Minnich & Swank have succeeded Minnich & Landes in the grain business at Trotwood, Ohio.

The grain business of G. W. Fox at Forest, Ohio, is now conducted under the firm name of G. W. Fox & Co.

Lawrence Linkenholt, Plymouth, Ind., is building a stone foundation and will move his old elevator onto it.

W. F. Johnson of Damascus, together with his two sons, will engage in the grain business at Larne, Ohio.

The firm name of Gehman & Loutzenhiser, grain dealers at Canton, Ohio, has been changed to Gehman, Loutzenhiser & Co.

The new steel elevator at Toledo, Ohio, has been completed and turned over to the C. H. & D. R. R. Its capacity is 500,000 bushels.

Ainsworth, Hammer & Co. of Owosso, Mich., will erect a branch warehouse at St. Charles for handling grain, beans, hay, wool, etc.

The Weller Mfg. Co. has the contract for the machinery equipment for the new steel elevator which the Toledo Salvage Co. is building at Toledo, Ohio.

J. H. Hirt, who has been a partner with S. R. Mitchell in the grain and elevator business at Wilmington, Ohio, has sold his interest to Harry Hague and the firm is now Mitchell & Hague.

F. O. Diver & Co. of Middletown, Ohio, have incorporated as the F. O. Diver Grain Company, with a capital of \$15,000. The company is composed of Jacob Diver and his two sons, F. O. and C. E. Diver. They will increase the capacity of their grain houses and otherwise improve and enlarge their facilities.

Johnson Elevator Company will build a new 40,000-bushel grain elevator at Logansport, Ind. Plans for same have been finished by G. T. Burrell & Co., Chicago. The company has just been incorporated with a capital stock of \$25,000. The directors are John F. Johnson, C. L. Prescott and M. L. Johnson.

A Fort Wayne telegram says that Wesley Stults, a grain dealer of Monroe, Ind., has sold out his business to E. B. Carroll of Decatur. The story is that Mr. Stults, who is respected and honored at home, is a victim of a mysterious and malicious persecution, being the recipient of a continuous series of threatening letters, extending over a period of many months. He regarded the matter with a good deal of indifference at first, but finally, as the messages multiplied, this gave way to apprehension, and he has been brought to the verge of prostration. One of the letters has been placed in the hands of the postal authorities, and an attempt will be made to ascertain the writer.

IOWA.

James Sturgeon is erecting an elevator at Clarion, Iowa.

Dodd & Pascoe, Popejoy, Iowa, have sold their elevator to E. G. Simpson.

The Kinsella Grain Co. intend to erect an elevator at Blairstown, Iowa.

A farmers' elevator association is being organized at Fredericksburg, Iowa.

L. E. Riggs has succeeded R. B. Ropes in the grain business at Onawa, Iowa.

Sam Harding of Parkston, N. D., has purchased an elevator at Spirit Lake, Iowa.

A. B. Whitmer of Kingsley, Iowa, has purchased the Smith & Kline elevator at Anthon.

The Clearfield Elevator of Clearfield, Iowa, will build a new seed warehouse this spring.

L. M. Gorman has purchased the grain elevator of B. K. Wyndham & Co. at Glenwood, Iowa.

The Neola Elevator Co. is remodeling its elevator at Collins, Iowa, and increasing its handling capacity.

The Updike Grain Co. has purchased additional property for yard room for its elevator at Missouri Valley, Iowa.

H. E. Rounds, miller at Rock Valley, Iowa, has contracted with the Younglove & Boggess Co. for the erection of a large grain elevator.

G. W. Sissell and Joseph McCoy are building an elevator at Tipton, Iowa. An old elevator building is being utilized to some extent in the new one.

A stockholders' meeting of the Farmers' Elevator Co., Gowrie, Iowa, was held last month. Directors were elected and the following officers chosen: F.

Dueharm, president; P. O. Hoenm, vice-president; Anton Byers, secretary, and N. A. Lindquist, treasurer. They expect to build an elevator soon.

B. C. Rogen has just completed a new 20,000-bushel grain elevator at Elliott, Iowa, to take the place of the house that was burned last December.

Thos. McDermitt of Bridgewater, Iowa, will make general repairs throughout his grain elevator this spring and put it in first-class shape for the new crop.

A farmers' elevator company is being organized at California Junction, Iowa, to build a 30,000-bushel elevator. The project is said to be meeting with success.

The Diamond Grain Co. of Des Moines is said to be planning the erection of 18 country elevators along the line of the Des Moines, Iowa Falls & Northern R. R.

Wightman & Son of Holmes, Iowa, have sold their elevator, lumber and coal business to Veltouse & Son. The sale also included 8 acres of land and feed sheds.

F. W. Newton, Sac City, Iowa, has purchased A. Grant's elevator at that place and will place Chris. Hatfield in charge of same, as he is auditor for Pease Bros. of Des Moines.

The Farmers' Elevator Company has been organized at Ruthven, Iowa. Mr. Alex. Ruthven is president. An elevator and produce warehouse will probably be built soon.

J. H. Gwynn of Yorktown, Iowa, will rebuild his grain elevator at that place and increase the capacity. All new elevating and conveying machinery will be put in and a new gasoline engine will furnish the power.

W. C. Layton, formerly with the B. A. Lockwood Grain Co., Des Moines, Iowa, has associated himself with others and purchased the old distillery property at East Eighteenth street and Maury avenue. The building is now being remodeled to give it a storage capacity of 300,000 bushels. A general cleaning and transfer business will be done. Several country stations may also be established.

P. B. Smith and F. W. Van Duzen of Minneapolis, receivers of the St. Paul & Kansas City Grain Company, have petitioned the District Court for an order directing all persons interested in the defunct concern to appear and show cause why a line of grain houses located at Marshalltown, St. Anthony, Zearing, McCallburg and Roland, all in Iowa, should not be sold. The elevators cost the company \$29,076 and a recent appraisement by Thomas B. Murray fixes their value at \$16,500. The highest bid for the property is that of the Atlas Elevator Company, \$15,000.

WISCONSIN AND MINNESOTA.

An elevator is being erected at Lawndale, Minn.

An elevator is in process of erection at Greenleaf, Wis.

E. L. Welch & Co. have opened an elevator at Litchfield, Minn.

It is reported that an elevator will be built at Felton, Minn., this season.

The Imperial Elevator Co. have closed their elevator at Courtland, Minn., for the season.

A Farmers' Elevator Co., with a capital stock of \$25,000, has been organized at Bloomer, Wis.

The Era Elevator at Le Sueur, Minn., has been purchased by St. John & Co. of Heron Lake.

A. L. Wolfram, grain dealer at Sharon, Wis., recently filed an involuntary petition in bankruptcy.

W. A. Forsaith of Slayton, Minn., has purchased an elevator at Hadley and will move there in the fall.

O. J. Morrison will build a 25,000-bushel elevator and brick office and engine room at Pelican Rapids, Minn.

L. K. Gingery of Mason City, Iowa, has purchased G. R. Zickrick's elevator on the C. M. & St. P. Ry. at Hutchinson, Minn.

The Woodworth Elevator Co. of Minneapolis has opened up the Fowler Elevator at Eau Claire, Wis., with J. A. McKinnon as buyer.

Ward Cadwell has installed Wm. Bloether as buyer in the elevator which he purchased from Frank Peterson at Wilmont, Minn.

T. S. Chittenden & Co. have opened their new elevator and produce warehouse at Wild Rose, Wis., with R. K. Jones of that place in charge.

The Brooks-Griffith Co. will rebuild their recently burned elevator at Minneapolis. Definite plans for it have not yet been decided on.

J. A. Englehart of Redwood Falls, Minn., has sold his fine elevator plant to Wm. J. Bettingen & Co. of Minneapolis. He will continue to conduct the business for them until about the first of July.

when he will take the position of traveling auditor with them.

The Douglas Elevator Co. of Worthington, Minn., has purchased the Benson Grain Co.'s elevator at Kenneth. E. J. McMullen has been retained as manager.

The Farmers' Elevator Co. of Brownston, Minn., have elected a board of directors and selected officers. The company's capital is \$10,000 and an elevator will be erected this summer.

J. P. Larson of St. Paul, a member of the grain firm of A. B. Peterson & Co., has again returned to Baldwin, Wis., where he will attend to the elevator while Mr. Peterson expects to locate elsewhere.

At the Nye-Jenks Grain Company's A Elevator, at Milwaukee, the old 250-horsepower engine and boilers have been taken out. They are being replaced with a 500-horsepower engine and boilers of proportionately larger size.

It is said that plans are being prepared for a million-bushel elevator, to be erected on Rice's Point, Duluth, for the Great Eastern Elevator Co. of Minneapolis. There will be about 20 tile tanks and a working house of wood.

Alex. Beaudreau has sold the Farmers' Elevator at Sank Center, Minn., which he purchased last fall, to L. W. Gingery of Mason City, Iowa. The new owner, who is connected with the Way-Johnson-Lee Co. of Minneapolis, will shortly move to Sank Center and take charge of his new purchase.

The Electric Steel Elevator Company of Minneapolis has two elevator tanks bonded for the reception of Canadian grain. The amount of the bond is \$60,000. The elevators are situated at Fifth street and Twenty-sixth avenue south, and have a capacity of 126,000 bushels each. Humboldt Mill, owned by the Washburn-Crosby Company, has been bonded for \$50,000 for the manufacture of the Canadian grain.

WESTERN.

H. Harrington has opened a grain, hay and feed store at Kellogg, Idaho.

The Tacoma Warehouse & Elevator Company are preparing to build a grain warehouse, 100x50 feet, at Coulee City, Wash., a fine wheat shipping point in Douglas County.

The Interior Warehouse Company of Colfax, Wash., made a purchase last month of 60,000 bushels of wheat, said to be the largest individual crop of the Palouse country.

It is reported that the Portland Flouring Mills Company will either buy or build warehouses at Ephrata, Wilson Creek, Harrington and Mohler, Wash., located on the Great Northern west of Spokane.

The Farmers' Grain & Supply Company has been organized at Wilson Creek, Wash., with a capital of \$50,000, to build several warehouses this summer. A. J. Swanson and F. W. Swanson of Wilson Creek are the incorporators.

A Spokane, Wash., company is said to be planning to construct an aerial gravity tramway from the Big Bend plateau to a point near Entiat, on the Columbia River, to open up the Waterville grain section of the Big Bend country.

The Kerr-Gifford Company of Portland has purchased the warehouse system of Palmerton & Harvey of Pullman, Wash. This system includes eleven grain warehouses on the Northern Pacific in the Palouse country and on the Clearwater Branch in Idaho. Mr. H. E. Palmerton retains an interest in the system and will continue as manager in that section. Kerr-Gifford Company own a number of other warehouses in the Palouse district and expect to build more during the summer. The grain warehouses of the Inland Empire are now practically all in the hands of a few large exporting firms.

THE DAKOTAS.

S. L. Potter, Webster, S. D., will erect an elevator this spring.

An elevator is to be built at Lovell, N. D., by Clemmer & Wilson.

McIntyre Bros. of Emery, S. D., have sold their elevator to F. J. Selmontke.

J. H. Dickson of Scotland, S. D., will rebuild his burned elevator this summer.

Hoofer & Schetter have purchased Mayer Bros.' elevator at Bridgewater, S. D.

John Burbeck has sold his elevator at Tyndall, S. D., to Rich & Hoffman of Parkston.

The Peavey Elevator at Christine, N. D., was closed for the season early last month.

Truax & Betts of Mitchell, S. D., have purchased the Gimmel Elevator at Worthing, S. D.

Two elevators will be erected this summer at a point on the Milwaukee road in the western part

of Lake County, South Dakota, where a new town will be started.

Carlton & Beardsley of Armour, S. D., have purchased the Wieland Elevator at Delmont.

Anton Erne, grain and implement dealer at Harvey, N. D., is reported to have sold his elevator.

C. G. Anderson has sold his interest in the elevator at Hoople, N. D., to his partner, Nels Folven.

J. J. McCollum of Perkins has purchased E. E. Aney's grain and live stock business at Springfield, S. D.

The Farmers' Elevator Co., Humboldt, S. D., have sold their elevator to P. A. McGregor of Minneapolis.

The Reynolds Farmers' Elevator Co., Reynolds, N. D., has been incorporated and will build an elevator.

A 50,000-bushel elevator is to be built at Portland, Traill County, N. D., by the Farmers' Elevator Co.

The Canton Grain Company has purchased the Farmers' Elevator at Ethan, S. D., and the house is being repaired.

The Schafer & Doering elevator at Tripp, S. D., has been purchased by Terwilliger & Dwight of Sioux City, Iowa.

The Farmers' Coöperative Warehouse Association of Baltic, S. D., has decided to build a 25,000-bushel elevator this summer.

The Farmers' Elevator at Tripp, S. D., has been purchased for \$2,000 by the Sioux Grain Co. of Jefferson. It was sold to satisfy creditors.

Honey Bros., Park River, N. D., will more than double the storage capacity at their mill this summer by the erection of a 50,000-bushel steel storage tank.

Ezra Martin of Northville, S. D., has purchased the Van Dusen Elevator at Arlington and will take possession August 1, when the lease of the Atlas Company expires.

MISSOURI, KANSAS AND NEBRASKA.

J. W. Pinney has purchased an elevator at Republic, Kan.

A. H. Fricke will build an elevator at Portal, Neb., this spring.

Simon Fritzson has sold out his grain business at Randolph, Neb.

Campbell & Co., grain and feed dealers at West Plains, Mo., have sold out.

The W. B. Harrison Grain Co., St. Louis, Mo., made an assignment last month.

Farmers are attempting to organize a coöperative grain company at Fairfield, Neb.

J. M. Flint has just completed a 40,000-bushel grain elevator at Wellsville, Kan.

S. T. Fyffe has sold his interest in the grain firm of Colaw & Co. at Chanute, Kan.

Baker, Weedman Co. is the new firm name of the elevator concern at Holyrood, Kan.

G. S. Horton of McPherson, Kan., is contemplating building a new elevator at Cullison, Kan.

J. P. Cummings of Sabetha, Kan., is contemplating building a new grain elevator at Price, Kan.

The S. R. Washer Grain Co. has commenced work on a new 100,000-bushel grain elevator at Atchison, Kan.

Raymond & Pynchon, a large grain firm of New York, is establishing a branch office in Kansas City.

The Greenleaf-Baker Grain Co. of Atchison, Kan., is remodeling its Elevator "B" and installing new machinery equipment.

H. A. Wynn of Perth, Kan., contemplates making some improvements in his grain elevator and increasing the capacity.

J. B. Kirkpatrick of Oswego, Kan., contemplates making alterations and improvements in his grain elevator at that place.

W. S. Williams of Ottawa, Kan., has just completed the installation of new improved seed cleaning machinery in his grain elevator.

The Grain & Fuel Co. of Parsons, Kan., has quit business because they found it unprofitable. They manufactured kindling from cobs.

The Duff Grain Co. of Nebraska City, Neb., is equipping its elevator at Cedar Creek, Neb., with a new Fairbanks-Morse Gasoline Engine.

The Des Moines Elevator Co. is preparing to erect at once at Moberly, Mo., a storage and cleaning elevator. It will be located on the Wabash R. R. and will handle and clean grain destined for export.

through the gulf ports. The storage capacity will be about 100,000 bushels.

S. L. Carpenter of Severance, Kan., is contemplating making a few changes in his grain elevator at that place and putting in a new gasoline engine.

E. K. Nevling Grain Co. of Wichita, Kan., will build new steel tanks to increase its elevator capacity from 150,000 bushels to 500,000 bushels.

It is reported that the Nebraska Elevator Co. of Lincoln, Neb., contemplates locating an elevator in Kansas City and taking a membership in the Board of Trade there.

Henry Kircher, a grain merchant at Wayland, Mo., has been forced to suspend business. His liabilities are \$19,000 and he has turned over to his creditors property said to be worth \$25,000.

SOUTHERN.

The Red Cross Milling Co. will erect a grain elevator at Clay, Ky.

The New Haven Mill Co. are preparing to erect a grain elevator at New Haven, Ky.

The Nashville Grain & Storage Co., Nashville, Tenn., has been made the subject of an application for receiver.

Dale Bros. are rebuilding their feed store at Columbia, Tenn., and intend to build a large grain warehouse this summer.

R. B. Hutchcraft has contracted for the erection of a grain elevator, to be located near the L. & N. freight station at Paris, Ky.

The Rabbeth & Dunlop Mill Company, Clarksville, Tenn., are building a frame elevator in connection with their flour mill.

G. T. Burrell & Co., Chicago, have just completed plans for a new 70,000-bushel grain elevator for L. B. Payne at Gallatin, Tenn.

The Midland Milling Co. is adding to its plant at Wolf City, Texas, two steel grain storage tanks, each 30 feet high by 40 feet diameter.

Hancock & Co. of Philadelphia have opened an office at Galveston, Texas, in charge of James Van Den Broeck. They will do an exporting business in grain, cottonseed products, etc.

Rogers & Joiner, a grain firm of Macon, Ga., has gone into liquidation. The liabilities are about \$5,000. D. C. Joiner's estate has been turned over to the trustees and it is expected creditors will be paid in full.

The old elevator of the Texas & Pacific Railroad Co. at Westwego, New Orleans, La., which stands beside the million-bushel elevator recently completed, is to be remodeled and increased in capacity from 500,000 to 750,000 bushels.

Grain receipts at Memphis, according to the figures of the Merchants' Exchange, showed a great increase in 1901 over those of 1900. For instance, 6,317,000 bushels of corn were received against 3,898,000 bushels. Oats 6,799,500, against 3,366,000 bushels.

The J. Rosenbaum Grain Co. of Chicago have contracted with G. T. Burrell & Co. of the same place for the erection of a 50,000-bushel elevator at El Paso, Texas. The elevator will be located on the Rock Island Railroad and will be a distributing house for feed grains in that section of the country.

The stockholders of the Farmers' Grain & Elevator Co. held their annual meeting at Kingfisher, Okla., recently and voted to change the name to the Kingfisher Mill and Elevator Co. Also to increase their capital stock from \$10,000 to \$30,000, for the purpose of building a large flour, meal and feed mill in connection with their elevator.

The government report shows that there are 249 elevators in Oklahoma, with an aggregate capacity of 2,369,000 bushels. Kingfisher county has eight elevators, having an aggregate capacity of 150,000 bushels. During the past year the elevator capacity of the territory was greatly increased, but it is said to be still much too small to accommodate the large volume of grain going to market.

There is great activity in the oil mill industry in the South. Following are some of the parties reported as preparing to erect new mills: C. S. & A. A. Northen, Ashland, Ala.; ex-Governor Jos. F. Johnston and others at Albertville, Ala.; O. C. Wiley and others at Troy, Ala.; Southern Cotton Oil Co., Cartersville, Ga.; T. M. Zellers and others at Grantville, Ga.; E. P. McBurney of Atlanta will build at Bainbridge and Quitman, Ga.; J. A. Duncan and others at Canon, Ga.; T. R. Yow and others at Martin, Ga.; Greene County Oil Co., Union Point, Ga.; J. A. Blunt and others at Greensboro, Ala.; J. Pope Gholston at Comer, Ga.; Leesville Cottonseed Oil Mill Co., Leesville, S. C.; J. A. Richardson and others at Houma, La.; A. McCrae, Homer, La.; Progressive Oil Mill and Fertilizer Co.,

Brookhaven, Miss.; R. W. Bland and others, Pittsboro, N. C.; Farmers' Oil Mill, B. F. Lane, superintendent, Wilson, N. C.; Annona Cotton Oil Co., Annona, Texas; Southern Cottonseed Oil Co., Linden, Ala.; J. S. Moose, secretary, Morrillton, Ark.; American Cotton Oil Co. of New York, at Wilmar, Ark.; Home Mixture Guano Co., Columbus, Ga.; Carrollton Oil & Mfg. Co., Carrollton, Miss.; Glosier Oil Mill, Gloster, Miss.; Plano Cottonseed Oil Co., Plano, Texas; J. H. Moore, secretary, Deport, Texas; American Cotton Oil Co. of New York, at Chickasha, Ind. Ter.; D. A. Smith, Payne, Ga.; Stillwater Oil Co., Stillwater, Okla.; W. H. Knight and others, Roanoke, Ala.; Clark Cotton Co., Stillwater, Okla.; David Boaz, Fort Worth, Texas.

CANADA.

The farmers have completed their elevator at Wolseley, Assi.

The grain firm of Alexander & Rae at Milverton, Ont., has been dissolved.

A 40,000-bushel farmers' elevator is to be built this summer at Elva, Manitoba.

The Winnipeg Elevator Co. are preparing to erect an elevator at Darlingford, Manitoba.

A 45,000-bushel elevator will be erected at Carmen, Manitoba, by a farmers' elevator company.

An additional loading conveyor is to be erected in connection with the Great Northern Elevator at Quebec.

The Farmers Elevator Co. of Darlingford, Manitoba, has applied for incorporation, with a capital of \$9,000.

The cleaning machinery is being taken out of the elevator at Emerson, Manitoba, and it will hereafter be used simply for primary storage purposes.

It is reported that the Canadian Northern Railway will build another large elevator at Port Arthur, Ont., this summer. It will probably be of the steel tank style.

The government survey of the St. Clair River shows that an immense amount of dredging must be done in front of the new Grand Trunk Elevator at Point Edward, Ont., in order to give it a depth of 18 feet.

The 1,000,000-bushel elevator of the Prescott Elevator Company of Prescott, Ont., has been sold under order of the Canadian courts for \$50,000. It cost \$200,000 and is mortgaged for \$135,000. The purchaser does not assume the inenmbrance.

The Winnipeg Elevator Co. intend to build elevators at Grand Coulee and Belle Plaine, Assi. They will also remodel their elevator at Regina, adding a wagon dump and a 30-horsepower Otto Gasoline Engine.

The Canadian Pacific wants more elevator room at Fort William, Ont. The other day there was said to be 600 cars of grain on track, with no storage room available. A contract has just been awarded for the immediate erection of elevators of 3,000,000 bushels' capacity. A Minneapolis firm is said to have secured the contract.

Thomas Todd & Son of Galt, Ont., exporters of hay, grain and grain products, have incorporated as Thomas Todd & Son, Limited. Mr. Martin N. Todd will be president of the company, and Mr. J. H. Fryer, who has been connected with the firm for a number of years and who thoroughly understands the requirements of the trade, will be secretary-treasurer and manager.

The Montreal Harbor commissioners have contracted with the Steel Storage & Elevator Construction Co. of Buffalo, N. Y., for the erection of a steel tank elevator plant at Montreal, to cost \$604,000. The total capacity will be 960,000 bushels. The building will be 189 feet in length and 84 feet in width. The lower part is of cement, upon strong pile foundations. The contract provides for the laying of a track for railway cars, which will be run under the first floor. There will be 36 circular tanks, each having a capacity of 20,000 bushels. There will be 24 interspaces of 750 bushels each and 22 of 2,750 bushels each.

The Indian calico corn, so called in North Dakota, was developed by the late Elijah Boley of Morton County, who went to the state in 1877. He took seed from the Indians and bred therefrom the present type, named as above, which matures in seventy days, and is called a certain crop—a fine 13-rowed (?) white corn.

Corn is King in Mexico, being the great staple diet of the people. It brings from \$1 to \$2.50 Mexican per bushel and is a cash article even before the grain is ripe. As there is no frost in the corn area, the grain is always sound, hard, heavy and firm, and well filled out to the very end of the cob. The cob of Mexican corn is small and rather short, but the kernel is deep.

SEEDS

There are said to be 20,000 kitchen gardens inside of the city limits of Chicago.

Canada has a large crop of red clover seed and has been exporting, as well as supplying some of the eastern demand.

In France the clover seed situation is rather better. Stocks are considerably reduced and will probably prove insufficient for requirements.

J. P. Archibald, dealer, in seeds, etc., at Ingersoll and Woodstock, Ont., has assigned to R. T. Agar. The liabilities are unknown, but the assets are said to be about \$500.

The Morse Seed Company of Santa Clara, Cal., has renewed its lease on land at Carnadero, Cal., for ten years and will build a new warehouse and install new machinery.

London dealers in agriculturral seeds have laid in fair stocks and are waiting for the retail demand before again buying freely. Clover seeds in this market are well maintained.

B. F. Foster has bought the seed bnsiness of the B. B. Sutphin Seed Company of Allegan, Mich. Mr. Sutphin will continue in the wholesale business exclusively, buying clover seed, etc.

The demand for broom corn seed is greater than it has been for years. Dealers have orders from all over Southern Illinois, as well as Indiana, and many states where the brush has never before been raised.

The Minnesota experimental station is inviting the coöperation of farmers in growing tested varieties of wheat and urges the financial advantages that will accrue to the growers, as well as the benefit to agriculturists in general.

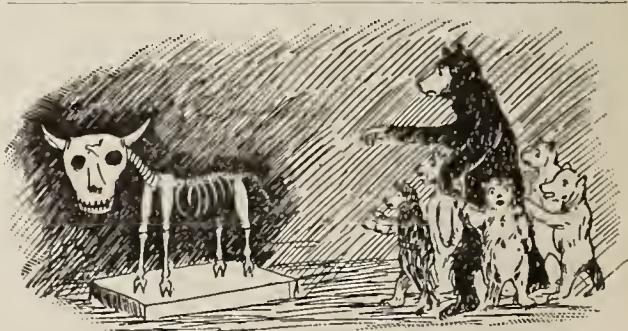
Sauta Clara County, California, has gone forward very rapidly in recent years in the matter of seed production. There is said to be a steadily increasing demand for seeds grown in that section and the industry is now in a satisfactory condition.

C. A. King & Co., Toledo, report that February receipts of clover seed at Toledo, Ohio, were smaller than last year, amounting to 6,100 bags, against 6,700 bags a year ago, 8,900 two years ago and 4,600 three years ago. February shipments were 19,500 bags, compared with 20,000 last year, 26,000 two years ago and 25,000 three years ago.

The quality of seed corn from ordinary corn cribs examined by the Illinois experiment station shows that the vitality of mnch of the corn is so weak that it should not be planted under any circumstances. The low temperature of the winter has injured corn to such an extent that considerable alarm is being felt by farmers as to the condition of their seed. The corn tested at the experiment station was from the Sibley farms. Farmers all over the state are being advised to test their seed before planting.

Thirty-five persons from various portions of Nebraska met at Lincoln March 15 and organized the Nebraska Corn Improvers' Association. Officers were elected as follows: President, Lee Smith, De Soto, Washington County; vice-presidents, first district, William Ernst, Graf, Johnson County; second district, D. F. Stoner, Bellevue, Sarpy County; third district, Joseph Hall, Tekamah, Burt County; fourth district, H. J. McLaughlin, Doniphian, Hall County; fifth district, Y. S. Cobeldirk, Alma, Harlan County; sixth district, T. W. DeLong, Ainsworth, Brown County; secretary-treasurer, T. L. Lyon, Lincoln, Lancaster County. The object of the Association is to promote the growth of corn in Nebraska, by improvement in seed, methods of tillage and by such other means as the Association shall from time to time adopt.

The first corn charter for the season at Chicago was for 60,000 bushels to go to Ogdensburg.



At the Museum.—Father Bear: "Now my children, this is an animal that went long of wheat, because the weather was dry and then rains came and killed him. Don't be afraid. He can't Hurt you."—Zahm's Circular.

IS THE REGULAR GRAIN DEALER A NECESSARY FACTOR?

[A paper read by Geo. A. Wells, secretary of the Iowa Grain Dealers' Association, at the annual meeting of the Kansas Grain Dealers' Association, held at Topeka on March 25 and 26, 1902.]

Is the regular grain dealer a necessary factor in the transportation and distribution of the grain products of the farm? Can the handling of grain from the farmers' wagons to the car be successfully done without the modern grain elevator with dump and elevating machinery and in some manner that will be less expensive and require less toll from the farmer? Suppose that there were no elevator facilities at stations and each farmer loaded his own grain and shipped it himself, or sold to a scooper, would such a method be sufficient and satisfactory to the farmers and to the public? I do not believe that any person will argue that modern elevator facilities, at least, are not necessary at local stations for the convenience of the farmers, and therefore a public necessity.

To establish elevator facilities requires an investment of capital, and this money must be furnished from some source. The money so invested should earn a reasonable rate of interest on the investment; and besides merely getting interest on the investment, the investment itself should be protected from depreciation; and as elevators depreciate very rapidly, in my mind the owner of an elevator should charge 10 per cent of his original investment to his expense account each year. So that, if \$5,000 is invested in the elevator property, the owner should charge to his expense account \$500 plus the interest, say at 6 per cent, on the investment, which would be about \$300, making a total yearly expense of about \$800 simply for maintaining the elevator property. The elevators being required and established must be operated, which necessitates an expense account; and we may estimate the cost of manager with help and other incidental expense at \$1,200 per year, making the total yearly expense to figure safely about \$2,000 to maintain and operate the ordinary country elevator.

I therefore take the position that the farmer and the public require the facilities and the expense thus described, and that some person, firm or corporation must own and operate the country elevator. The public and the farmers have always taken much interest in the matter of transportation of grain and have entertained ideas concerning railroad companies that are more or less vague. Now, there are at present a large number of railroads in the country, and railroad competition, in spite of the pools and combinations so much deplored by the public, is under certain circumstances something tremendous. The management of a railroad company originates in a human being, and human nature is much the same whether contained in the person of a railroad manager or grain dealer. If you will just imagine that the railroad manager is in a similar position to the grain dealer when there is some strong and unreasonable competition to contend with, you will perhaps be more inclined to have some consideration for the railroad manager. The only difference that I can see is that the railroad manager gives a "special reduction," while the grain dealer gives "the raise."

Has it ever occurred to you that a railroad company does not likely give a special rate to a shipper purely because of its love for the shipper? Certainly not, but that it is the tremendous force of competition that drives them to it, just the same as some grain dealers are forced to "give the raise" rather than see the other fellow get the business. The public seems to want more competition between railroads as well as between grain dealers, and at the same time "hold their hands up in holy horror" because the rates in the published freight tariffs are not complied with. It would seem that competition between railroads does not secure the best results for the public good, but does force them to give special rates for their own self-protection, which is the first law of nature, which is an injustice to shippers who pay the tariff.

I refer to the matter of transportation merely as an element in the proposition of merchandising grain. I have read something in the papers about a man named Butler in Kansas and another man named Ilanley in Minnesota, who seem to believe that they can secure special rates from railroad companies by offering large shipments contributed on a mutual plan by farmers. Well, my personal opinion is that the "special rate problem" will take care of itself, and in due course of time special rates will be a thing of the past and that railroad companies will have no special favors for even the largest of elevator companies. The railroad merger might not be the worst thing that ever happened, especially for shippers who have not been getting special rates; and with all the railroads in the merger there would be no incentive to give special rates, and the tariff rates could be controlled by law; thus the idea of securing special arrangements with railroad companies would never

be realized and all shippers would be on the same basis. The law considers the railroad company as a common carrier and that there shall be no discrimination, and I believe that the law will eventually govern in this matter.

Having decided that elevator facilities are absolutely necessary, we must consider the merchandising proposition of handling grain with a view as to the greatest economy for public good and least expense to the farmer. The art of doing business is the keynote of true economy and success. To develop the art in general among those engaged in a particular line of business results in an economy for public good. Improved methods of conducting the business requires less margin of profit than if the business be conducted by bad methods and subject to abuses.

No single individual who confines his business strictly to his own knowledge and experience can possibly reach the highest point of success; but we are forced to accept the better ideas established by the experience of others, and the result is the general establishment of the best ideas for the benefit of all coming from the competition of the individuals. It is natural to believe that a class of men who follow a certain line of business become more proficient in that particular business and may acquire greater success because of their continuous experience. Legitimate business has a right to earn proper margins and the law does not contemplate the necessity of ruinous competition. Each separate line of business should be conducted to earn its own margins and stand on its own feet.

The farmers and the public in certain localities seem to consider that the grain dealer should not earn margins in his business and, in fact, undertake to show that he is not a necessary factor. The merchants in certain country towns seem to think that the grain dealers of their town ought to pay higher prices than grain dealers in neighboring towns; and they do not stop to consider that the proposition is unreasonable and instead do everything possible to force ruinous competition among the local buyers in order to benefit their own particular lines of business. I have known of those same merchants securing the enactment of a village ordinance requiring peddlers and transient merchants to pay a license and to rent vacant store rooms to keep out competition. I have never heard of any grain dealers with money invested in elevators and business securing an ordinance requiring scoopers, who have only a shovel as an investment, to pay a license as a protection to their business. The laws of a country are sometimes nothing more than an expression of the whims of the people; and when such laws do an injustice to a particular class they should be forced to a test before the United States Supreme Court. Unjust laws sometimes exist because the individual does not desire to assume the responsibility and expense of an appeal; but it is proper for a trade organization to use its influence to modify such laws or assume the expense of an appeal to the courts.

Economy in the business of merchandising grain, it seems to me, can be most thoroughly accomplished only by the personal ability of the manager of the business; and it matters not whether he be the individual owner or an independent grain dealer, the manager employed by a line elevator company, or farmers' co-operative society. The plant must be maintained and the expense account incurred. No farmers' mutual plan of operating elevators can avoid the investment in plant and the necessary expense account. The great successes in business have been accomplished by the ability to employ ability and integrity, and to possess that ability requires an experience in that particular line of business; and here is the weak point with the farmers' mutual elevator companies. The farmer naturally does not possess the proper experience to enable him to intelligently employ a proper manager for the business and give the business a proper supervision; and the general experience of such enterprises shows that final losses make up a larger amount than is saved by conducting the business.

I have been referring particularly to the idea of conducting a business strictly upon its own merits and resources, giving no consideration to the plan of conducting a mutual farmers' elevator company whereby the members pay into their association the margins on all the grain they sell whether sold to their own association or to other buyers. This idea being to agitate competitors and force them into ruinous competition, thus getting the margins properly earned by others, it is simply a piratical plan of doing business and should have no consideration as a legitimate business proposition.

The elevators and the grain dealers are a public necessity and have a right to earn proper margins. I believe it is proper that a grain dealers' association should use its influence to the end that the relations between the grain dealers and the public be equitable. There are grain dealers who are unreasonable and indiscreet, and there is no question in my mind but that there are instances where their own actions merit whatever punishment the public may see fit to administer.

BARLEY AND MALT

The McIntyre malthouse at Clyde, N. Y., has been purchased by the Clyde Farmers' Exchange and is to be transformed into a feed mill.

The Star brewery at Vancouver, Wash., is being improved at a cost of over \$10,000. The malting house will be four stories with improved machinery.

The Calmet Malting Company of Chicago has filed articles with the secretary of the state certifying to a change of object to manufacture and sell malt.

The Louisville (Ky.) Malting Company, purchaser of the plant at New Albany, Ind., formerly operated by the Indiana Brewing Company, is making necessary alterations to the building to fit it for the production of malt. Alterations will cost about \$20,000, and when completed the plant will be operated night and day and will give employment to two shifts of thirty men each.

Exports of barley from San Francisco for the month of February amounted to 128,016 centals, valued at \$152,039. In the corresponding month in 1901, 192,529 centals, valued at \$171,404, were sent out. From July 1, 1901, to March 1, 1902, the total exports were 3,758,590 centals, valued at \$3,466,005, against 1,835,171 centals, valued at \$1,736,664, for the same period in the preceding year.

The report of the Cincinnati Chamber of Commerce for March shows that the receipts of barley were 62,515 bushels, against 96,286 bushels for the same month a year ago. Shipments were 427 bushels, as compared with 5,060 bushels last year. The movement of malt for March, 1902, was: Receipts, 90,371 bushels; shipments, 49,039 bushels; compared with receipts of 99,666 bushels and shipments of 65,758 bushels for March, 1901.

J. C. Heuler, who was head miller for the American Malting Company at South Chicago, was killed March 25 by a train. Mr. Heuler learned his trade in Germany and longer than fifty years had been engaged in the business. For a number of years he worked at Odessa, Russia, and in Hungary. Because of his skill, he was selected by the American company to have charge of the grain handling in the South Chicago plant. He had worked in South Chicago several years.

The plant of the Dakota Malt & Grain Company at Sioux Falls, S. D., has been completed and put in operation. There are five buildings. The largest is the elevator proper, which is 120x42 feet; the malt house is next, 100x40 feet; the power house, 90x30 feet; the kiln, or dry house, 50x40 feet, and the office, 34x20 feet. The highest point in any building is 100 feet. The malt, kiln and power houses are fireproof, being erected of steel, stone, brick and solid masonry, while the elevator and office are substantially built of wood. The malting house is equipped with six drums, each with a capacity of 1,000 bushels. The malting capacity is 300,000 bushels a year and the elevator storage capacity 200,000 bushels. Between twenty and thirty men will be employed. Moriz Levinger is manager, the officers being as follows: M. Levinger, president, Sioux Falls; vice-president, C. N. Voss, Davenport, Ia.; secretary, C. J. Langfeldt, Sioux Falls; treasurer, C. E. McKinney, Sioux Falls.

IMPORTS AND EXPORTS OF BARLEY AND MALT.

BARLEY.

	Bushels.	Value.
February, 1901	31	\$ 27
February, 1902	53	34
Eight mos. ending Feb., 1901 . .	165,772	81,779
Eight mos. ending Feb., 1902 . .	52,265	30,204

Exports—

February, 1901	385,912	171,066
February, 1902	290,765	165,663
Eight mos. ending Feb., 1901 . .	5,603,713	2,563,347
Eight mos. ending Feb., 1902 . .	7,601,981	3,423,762

BARLEY MALT.

	Bushels.	Value.
February, 1901	400	\$ 325
February, 1902	359	329
Eight mos. ending Feb., 1901 . .	2,939	2,876
Eight mos. ending Feb., 1902 . .	1,258	1,115

Exports—

February, 1901	29,825	21,546
February, 1902	30,155	19,580
Eight mos. ending Feb., 1901 . .	213,148	152,827
Eight mos. ending Feb., 1902 . .	235,179	156,898

A new broom factory at Williamsburg, Ohio, has contracted with neighboring farmers for broom corn brush. One hundred acres will be planted to the crop,

CROP REPORTS

The outlook for winter wheat in West Virginia is reported to be bad.

Commissioner Turner of North Dakota estimates this year's spring wheat acreage at 4,500,000.

In Indiana and Ohio, up to April 1, the condition of the growing wheat gave promise of an average yield.

The Chicago & North-Western Railway report to April 1 says little seeding of wheat had been done out that line west of Winona.

The government report to be published on May 10 will include an estimate of the winter acreage abandoned and the condition figures will be based on revised estimates of acreage, in which the recently published census report for the year 1899 will be given due weight.

B. R. Neal, a leading miller of Dallas, says he finds the wheat acreage of Texas to be about 90 per cent of last year's total, which was about 1,271,500 acres. In the southern and central parts of this area, the outlook for a crop is good; in the Panhandle, there will be a loss of 25 per cent.

The Michigan crop report dated April 1 estimates a wheat crop of 15,000,000 bushels this year in Michigan. The present condition of wheat in the state is about 80 per cent of an average condition, and there is a decreased acreage compared with the amount on the ground one year ago. Probably there are 1,000,000 acres of wheat on the ground at this time.

While Governor Ferguson of Oklahoma on his return from a trip through the state on March 28 said: "I never saw wheat looking better since the state was opened," reports from reliable grain men indicate that 20 per cent of the Oklahoma wheat was winter killed, reducing the state's yield to 17,000,000 bushels on present acreage at last year's average.

Record-Herald estimates that 32,000,000 acres were seeded last fall to winter wheat, an increase of 4,000,000 acres. The monthly government report gives the average condition on April 1 to have been 78.7, against 91.7 on April 1, 1901; 82.1 at the corresponding date in 1900, and 82.4 the mean of the April averages of the last ten years. The average condition of winter rye on April 1 was 85.4, against 93.1 on April 1, 1901.

Director Sage of the weather and crop bureau of Iowa says: "We had a larger seeding of oats, wheat and barley in March of this year than ever before known in this state, and the indications are that we will have a bountiful harvest—everything is very favorable, indeed, at this time." Not a sufficient number of returns were in at April 1 to enable Mr. Sage to estimate the small grain acreage for the state for this year, but it will be unprecedented.

Grain Inspector G. P. Wright of Washington reports that about 600,000 acres of wheat in territory tributary to the Sound were ruined by frost during the past winter. About 300,000 acres of these are in the Palouse district in the region north of the Snake River. The remainder is in Walla Walla and Columbia counties, and in Umatilla County, Oregon. Mr. Wright says that with the best kind of a season the acreage frozen out will not lessen the crop more than 10 per cent in the yield of the area affected, whereas if it should be a dry season the loss would reach 60 per cent.

March in Illinois was favorable for farm work. The state report dated April 1 says that in the northern district in general the spring growth of wheat is starting nicely and the outlook continues favorable. In the central and southern districts the prospects are generally excellent. In the southern district there has been a decided improvement during the last month. In general it may be said that the condition of the wheat crop at the close of March shows a decided improvement over its condition at the close of February. The condition of rye is reported to be fairly good.

C. A. King & Co.'s twenty-second annual spring crop report, compiled by Frank I. King from 2,964 reports received by him from those states which last year raised over one-half the winter wheat crop, and published on April 3-5, may be briefly summarized as follows: "The six principal winter wheat states promise to raise about as much wheat as last year. Conditions have improved materially during the past fortnight. Kansas will plow up some and Ohio will plow up a little. Dry weather did the damage. Hessian fly is not troublesome as yet. Kansas had a record-breaker last year. It looks now as if they would be lucky to get three-quarters as much this season. They show a very slight improvement the past fortnight, less than the other five states. They predict over an eighth of the area will be abandoned. Soft wheat has suffered the most. Ohio shows the greatest recent improvement, but promises not over three-quarters of a full crop. They say possibly 5 per cent will

be plowed up. Missouri, fair with increased area, may have more than the last full crop. Indiana little better than last crop; Illinois not quite so good. Clover seed surplus left in the interior after spring seeding is completed will be very small again this season, 1,500 reports saying there will be none of consequence, 223 report about a hundred bags, while 35 say a carload or more. Michigan shows the largest percentage remaining and Ohio next. Farmers are in good financial condition, and grain storage capacity has materially increased during the past year.

Conditions of winter wheat in Kansas are a subject of difference. The State Board of Agriculture in a special report dated April 6 and based on a careful canvass of the growing winter wheat situation in practically every neighborhood, as returned by wheat growers themselves after a critical examination of their fields April 1, says: "Last year's winter wheat area was 5,248,547 acres. This year's was 5,883,643 acres. They now report that of this 18 per cent, or 1,080,709 acres, has been so damaged by unfavorable weather or other conditions that it has been or will be plowed up and the land devoted to other crops. Likewise the condition on the remaining 4,802,934 acres is 74 per cent. In the thirty counties which last year produced nearly four-fifths of the state's 90,000,000 bushels there are reported 3,344,492 acres (78.9 per cent) which will be left to mature, with a present condition averaging 70." The weekly report of the State Millers' Association for April 3 says: "It is safe to say that the wheat plant now has enough moisture for a few days and is in need of a few days' bright, warm sunshine before conditions can be definitely determined. The following are the answers to this week's questions: Percentage of improvement since last report, 12½; percentage will be plowed up, 8; percentage of fields that show even stand, 71. Of the fields showing best stand, 13 report stalks and 8 report stubble. Per cent increased acreage over last year, 17½." During the week previous Secretary Smiley was quoted as saying: "From reports I have received from the grain dealers of Kansas and Oklahoma who are now here, I believe Kansas will raise only 50 per cent of a wheat crop this year and that Oklahoma will raise only about 40 per cent of a crop."

FLAXSEED

Flax will be grown on an extensive scale in some portions of Montana, this season.

The last cargo of flax afloat went into the Kellogg Elevator at Buffalo on March 31.

An experiment will be made this season to determine if the soil of California is adapted to the growing of flax.

A great crop of flax throughout North Dakota is said to be assured, owing to the unprecedented rains that have fallen lately.

The property known as the Linseed Oil Mill, at Cedar Rapids, Iowa, has been sold to the T. G. White Cereal Company of Marion, Iowa.

There is little doubt but the flax acreage of North Dakota this year will be the largest ever known. Grain men who have made trips through the state say that the farmers are preparing to sow large quantities of flax.

T. G. McCulloch, G. M. Ferguson and F. E. Lyster of Chicago are said to contemplate starting a linseed oil factory at St. Henri, Montreal, Que., and have applied for a bonus in the event of doing so. They propose organizing a company with a capital of \$500,000, to be known as the International Linseed Oil Company, Ltd.

The flax markets are dull and the demand has fallen off. The amount offered is light and the movement is about over. The high prices have induced farmers to move their flax to market instead of wheat and there is very little remaining in first hands. Dealers are not inclined at this time to bid high for seed for September delivery.

Foreign flax markets are apparently unchanged, with the exception of spot seed, which is down to 7s to 8s. The Argentine shipments are very large and India has also started in with fairly large shipments, whereas last year nothing was sent out until May. It is now largely a question of India's ability to supply the requirements until America is ready to ship new crop. With average shipments from India to Europe during the summer it will be possible to work American values 10 to 15 cents higher than present range.

According to the Crop Reporter, published by the Department of Agriculture, the flaxseed crop of the world for 1900, the latest year for which comprehensive figures are available, amounted to 64,466,500 bushels, against 61,726,600 bushels in 1899 and 72,938,500 bushels in 1898. Upward of 95 per cent. of the 1900 crop was produced in four countries, viz., the United States, Russia, India and Argentina, less than 5 per cent of the total crop being

produced in all other countries of the world combined. In 1900 Russia produced 32.66 per cent of the world's crop; the United States, 31.02 per cent; India, 18.61 per cent; Argentina, 13.75 per cent, and all other countries combined, 4.56 per cent. The prices made upon flaxseed in the United States in the crop year 1900-01 were the highest in twenty years, the highest Chicago quotation having been in July, 1901, when the price of seed reached \$1.90 per bushel. The exports of flaxseed in the fiscal year ended June 30, 1901, were 2,755,683 bushels, valued at \$4,319,102; imports during the same year were 1,631,726 bushels, valued at \$2,098,207, leaving an excess of exports over imports of 1,128,957 bushels.

PERSONAL

John Snyder is operating the grain house at Benicia Vista, Ill., for R. F. Musser.

Herman Boltz has resigned as wheat buyer for Schmidt & Anderson at Seaforth, Minn.

John O. Foering is now at Pasadena, Cal. He expects to return home about the middle of May.

F. Beede of Lynn, Mass., is now manager at Warren, Mass., for the Federal Stock & Grain Company.

Z. T. Brosseau, a Chicago Board of Trade man, was robbed of a \$750 watch while in New York recently.

B. J. Sheridan has succeeded Wm. C. Beyer as grain buyer for the Farmers' Elevator Company at Faribault, Minn.

G. L. Winslow has succeeded C. Colosky as agent for Winter & Ames Company's new elevator at Devils Lake, N. D.

W. B. Bogart will assume charge of operations on the Chicago Board of Trade for Carrington, Patten & Co., May 1.

William Leroy Snyder of Baltimore, Md., has taken charge of the office of the Mansfield Grain Transfer elevator at Mansfield, Ohio.

George Bush, who has been buying grain for the Spencer Grain Company at Elm Springs, S. D., has returned to his home in Garner, Iowa.

S. S. King has accepted the position of first deputy grain inspector for the state of Washington, under State Grain Inspector Arrasmith.

George A. Hax, dealer in feed and grain at Baltimore, is making a pleasure trip through the South. He is accompanied by his wife and son.

Chet Mingus, a resident of Whitefish, Minn., has gone to North Dakota to again engage in repairing elevators along the line of the Northern Pacific.

Henry Tillman has been succeeded as buyer for the Stedman Elevator Company at Berthia, Minn., by Earl Scott. Mr. Tillman resigned on account of ill health.

M. Hennessy of Orient, Iowa, started with his wife the first part of April on a trip through the southern states and Mexico. He expects to be gone about four months.

Jacob Logan, who recently assumed the management of Donlin & Ryan's elevator at Rockfield, Ind., has moved his household goods from Sedalia, Ind., to the former place.

B. J. O'Brien has taken the position of grain buyer at Baltic, S. D., for the Canton Elevator Company. Mr. Jensvold, the former incumbent, resigned to accept a position in a bank at Fairview, S. D.

Charles Weld, who has been in charge of the Sheffield Elevator at Faribault, Minn., for a number of years, has resigned, and Thomas O'Brien of Dundas, Minn., has been engaged to fill the vacancy.

John W. Arrasmith, the recently appointed grain inspector for the state of Washington, will not take charge of the office until May 1. He originally intended to assume control April 1, but was not able to arrange his personal affairs so as to do so.

Charles H. Hudspeth of Midlothian, Va., a grain broker, has disappeared, leaving no clue to his whereabouts. He left a letter addressed to his wife, in which he hinted at suicide. Hudspeth's business affairs are not thought to have been in the best shape of late.

Geo. A. Stibbens, secretary of the Grain Dealers' National Association, will make his home hereafter at 7751 Normal avenue, in Auburn Park, Ill., one of Chicago's prettiest suburbs. The removal from his old home at Red Oak, Iowa, was made the first part of April.

The annual election of the Chicago Board of Trade Athletic Club was held March 22, and S. Ferritti was again re-elected for president without opposition. Other officers were chosen as follows: Vice-president, William Ryan; financial secretary, J. C. Winzeler; recording secretary, T. Walsh; treas-

urer, M. Ettelson; directors, Al. Smith, H. J. Rogers, John Sheeren.

Mr. Scharf, former wheat buyer for the Columbia elevator at Renville, Minn., has moved to Summit, S. D., where he will put up an independent house in company with his brother of that place.

Charles S. Neal of Peru, Ind., has been identified with the grain business since 1885, when he associated himself with the firm of Mercer & Neal. This firm soon had control of several elevators along the L. E. & W. Railroad and in 1891 Mr. Neal was sent out along the line and placed in charge of a number of different houses. In 1898 Mr. Mercer sold out his interests in the grain business to his partner and the firm became J. A. Neal & Co. Thereupon Mr. Neal returned to Peru and took charge of the Wabash Elevator, a 75,000-bushel house on the Wabash Railroad. He continued this connection until May, 1901, when the Peru Milling Company offered him the foremanship of its grain and shipping department. He accepted this position and is still with the company. Mr. Neal will be forty years old July 4 next and is a Mason and K. of P.

HAY

C. E. Warwick is a new hay dealer at Caledonia, Ohio.

J. P. Freeman, a hay dealer of Westfield, Mass., died recently.

It is rumored that a \$25,000 hay baling plant is to be erected at Lamar, Colo.

H. Harrington is reported to have engaged in the hay and feed business at Kellogg, Idaho.

C. Rose & Sons are successors to Rose & Wright, dealers in hay, etc., at Wenatchee, Wash.

E. A. Fancher of Columbus Grove, Ohio, is putting up a large warehouse for storing hay.

The hay and grain establishment of Ainsworth & Hammar, at Owosso, Mich., is being enlarged.

Schultheis & Miller, during the past winter shipped 57 cars of hay from Colton, Wash., to Seattle.

A truck loaded with hay, owned by Williams & Rickerson, was burned recently at Pier 22, North River, New York.

Tierney & Co., whose hay and feed warehouse at St. Paul, Minn., was damaged by fire recently, were insured for \$2,500.

Farmers in Northern Illinois have been heavy buyers of South Dakota baled hay during the last three or four months.

Five hundred bales of hay at Covington, Ky., were destroyed by fire. A spark from a passing locomotive started the blaze.

The hay and grain business at Nogales, Ariz., formerly conducted by C. E. Ellicott, is now owned by J. K. Brown and E. S. Kibbe.

A large quantity of baled hay in the flour and feed store of Craig Conover at Manayunk, Philadelphia, Pa., was damaged by the recent flood.

Hay shipments from Boston for the week ending March 22 aggregated 56,067 bales. This is claimed to be the largest amount ever shipped in one week.

Two steamers that recently cleared from New York carried 136,757 bales of hay for South Africa. The bales averaged 100 pounds. Large quantities of Illinois hay have of late been shipped.

Some country journals are advising that less hay be raised on the average farm and the meadow acreage be planted to corn, arguing that a forage crop is thus secured in addition to the crop of corn.

It is reported that too much alfalfa hay is being received in Kansas City market, but despite this the choice grade sells from \$12.75 to \$13 per ton, as against \$13.50 for highest grade timothy and \$12.75 for fancy upland prairie.

The hay situation in London is unsatisfactory owing to the large amount of Canadian and Russian hay being offered at extremely low figures. The Russian product, said to be in a sound condition, has been offered as low as 70s per ton.

Canadian hay dealers, who have persisted that the demand for Canadian hay from South Africa has not been a factor in maintaining prices, find that a substantial decline has taken place since the government announced there would be no orders for April.

The Northern Commercial Company will ship 5,000 tons of hay and feed to the Klondike and other Yukon districts the coming season. While much of the total consignment goes to the Klondike, every station on the Yukon is to be supplied with such feed as it needs. The products, mainly hay and oats, will be transported on ocean steam-

ers to St. Michael, and thence up the Yukon by the company's large fleet of river steamers. The concern has five Nome and St. Michael vessels, and it is believed that these will have no trouble in supplying the necessary freight accommodations.

More hay was harvested in Morgan County, Alabama, the past year, than for the ten preceding years. It is nearly all crab grass hay, the natural product of the soil, which springs up perennially after other crops are laid by. This hay finds a ready sale at fair prices.

Fire destroyed the Mound City Hay Warehouse Company's warehouse at St. Louis, Mo., March 26, causing a loss of \$40,000, covered by insurance. The structure contained 35,000 bales of hay. Five box-car loads were run into the warehouse just before the building took fire; they were destroyed.

The British Imperial War Office has advised the Government Department at Ottawa that shipments of hay from Canada to South Africa will not be required during the month of April. The government expects to resume shipments to South Africa at the end of May, but does not expect to send nearly as large quantities as have been forwarded during the winter.

The National Hay Company has filed articles of incorporation under the laws of New Jersey. The object is to deal in hay, grain, feed, etc., and the capital stock is placed at \$500,000, \$1,000 being paid in. The incorporators are Cleveland V. Childs, James R. Mapleton and H. N. Smith. The office of the company is in the headquarters of the New Jersey Registration & Trust Company of Orange City, N. J.

Armour & Co. of Chicago are still in the hay business in Canada and are likely to be a factor in the market for some time. It is said that the firm contracted for cattle space on ocean steamers for a considerable time ahead and owing to the scarcity of cattle and the fact that they could get more for them in the United States than in England, they decided to use the vessel space contracted for by filling their cattle room with hay.

During the months of January and February, 1901, 62,600 tons of hay were received at New York. This hay sold at an average of \$18.87 per ton for the best grade, while No. 3 brought \$15.62 per ton. For the same months in 1902, 82,584 tons were received and sold, the average prices being \$17.94 and \$12.61 per ton. From the arrivals of the former there were 54,789 bales exported, while from the latter 351,788 bales were sent abroad.

REVIEW OF CHICAGO HAY MARKET.

The prices ruling for hay in the Chicago market during the past four weeks, according to the Daily Trade Bulletin, were as follows:

During the week ending March 15, sales of Choice Timothy ranged at \$13.50@14.00, and strictly fancy \$14.50@15.00; No. 1, \$12.50@13.50; No. 2, \$10.50@12.50; No. 3, \$11.00@12.00; Not Graded, \$9.50@11.00; Thrashed, \$8.00; Clover Mixed, \$10.50; Clover Hay, \$9.50; Choice Prairie, \$11.50@12.50; No. 1, \$9.00@11.00; No. 2, \$7.75@9.00; No. 3, \$7.00@8.00; No. 4, \$7.00; Not Graded, \$8.50@11.00. Rye Straw sold at \$6.00@7.00. The receipts for the week were 4,389 tons, against 4,733 tons for the previous week. Shipments for the week were 371 tons, against 653 tons for the previous week. The offerings of strictly choice grade of Timothy and Prairie Hay were small and a good local demand existed. Low and medium grades were dull.

During the week ending March 14, Prime Con-Timothy ranged at \$14.00@14.75; No. 1, \$12.50@13.75; No. 2, \$11.75@12.50; Thrashed, \$8.00; Not Graded, \$10.00@13.50; Choice Prairie, \$11.00@12.50; No. 1, \$9.00@11.50; No. 2, \$8.50@9.00; No. 4, \$6.25; Not Graded, \$9.00@11.00. Rye Straw sold at \$6.50@7.50. The receipts for the week were 4,239 tons, against 4,389 tons for the previous week. Shipments for the week were 458 tons, against 371 tons for the previous week. Choice grades of Timothy and Prairie Hay were in fair request. The offerings of low and medium grades were not very heavy, but the demand was light from all sources.

During the week ending March 29 sales of Choice Timothy ranged at \$14.00@15.00; No. 1, \$12.00@13.50; No. 2, \$11.00@12.50; Not Graded, \$9.25@12.00; Clover Hay, \$9.00; Choice Prairie, \$11.00@12.50; No. 1, \$10.00@11.00; No. 2, \$8.50@10.00; No. 4, \$6.00; Not Graded, \$10.00@11.50. Rye Straw sold at \$6.00@7.00, and Wheat Straw at \$5.50. The receipts for the week were 4,554 tons, against 4,239 tons for the previous week. Shipments for the week were 555 tons, against 458 tons for the previous week. A rather dull market was experienced throughout the week. The offerings were liberal and the local demand was only moderate. Shipping inquiry was light.

During the week ending April 5 sales of Choice Timothy ranged at \$13.00@14.00; No. 1, \$12.00@13.50; No. 2, \$10.75@12.00; Not Graded, \$9.00@13.00; Choice Prairie, \$11.50@12.00; No. 1, \$10.00@11.00; No. 2, \$7.50@9.50; No. 3, \$6.50@7.00; Not Graded, \$7.75@11.00. Rye Straw sold at \$6.50@7.50, Wheat Straw at \$5.25 and Oat Straw at \$5.25. The re-

ceipts for the week were 7,386 tons, against 4,554 tons for the previous week. Shipments for the week were 628 tons, against 555 tons for the previous week. Only a moderate business was transacted. The receipts were liberal and the demand light. Buyers took hold sparingly and were merely supplying necessary wants, while holders were forwarding their surplus stock a little more freely. Prices ruled weak and 25@50 cents lower.

Items from Abroad

The Liverpool Grain Storage & Transit Company will increase its capital stock.

The final figures on the last wheat crop of New South Wales are 14,705,000 bushels, grown on 1,390,000 acres; for South Australia, 8,500,000 bushels, and for Victoria, 14,000,000 bushels.

The Hull Corporation Markets Committee will erect a new covered market and corn exchange in that city for the accommodation of farmers and dealers. It will be 106x102 feet in size, with the exchange in the second story.

Austrian millers and landed proprietors are demanding the suppression of all speculation in grain on the exchanges on the ground that speculation lowers prices. The bill now in Parliament, should it become a law, will close the exchanges and absolutely forbid all trading for future delivery. The Austrians ought to study the experience of their neighbors across the line in Germany; but, then, the European type of agrarian thinker seldom learns anything from the experience of others.

The high price for American corn in Scotland has opened up a market there for maize from Russia and Argentina. During the seven months ending with February, corn imports at the port of Leith were about 2,000,000 bushels, fully four-fifths of which was of Russian origin. At no time did the prices of Russian and American corn differ widely—about 6 cents only. It is thought that this revival of the Russian corn trade will prove to be temporary only, and that a good crop in America this year, with moderate freight rates on land and sea, will restore American corn to its old place in Scotland. The distilleries use about three-fourths of the corn imported there; and the American consul is informed that the American product, at the same price, is preferred to the Russian, as, the grain being larger, there is less hull and a correspondingly greater yield of spirits.

THE RICE INDUSTRY.

The growth of the American rice-growing industry, particularly in Louisiana and the Gulf coast of Texas, in the past sixteen years, has been remarkable. Although rice was first planted in America in 1647 and in the Carolinas as early as 1697, it was not until 1847 that the first rice mills were built in the latter states, showing how very slow the growth of the industry was. Now, no less than thirty-five mills, many of large capacity, are required to prepare for market the crop of Louisiana and Texas alone.

The American consumption is estimated at 300 to 350 million pounds annually, of which in 1897 156 million pounds were imported. This had been reduced in 1900 to 80 million pounds. With the growth of the American rice industry there is a comparatively slow but steady increase per capita in the consumption. Nevertheless, the rice men of the South are now beginning to feel some alarm that the production may soon outrun consumption; and at a recent convention at Crowley of the rice men the National Rice Association was organized, and this question of the "rice propaganda" given much attention.

It appears that the outlook is now brightest in the direction of the export trade in the West Indies. A criterion of the possibilities is thought to be seen in the growth of the Porto Rico business, which for the year 1901 amounted to about \$1,500,000 for rice alone, out of a total of exports to the island of about \$1,800,000. The export of rice in pounds for the year was about 41,300,000.

Just at present the business of handling rice, like that of the other cereals, is greatly hampered by scarcity of cars to get the rough rice to the mills and from the mills to the great distributing centers. Especially is this true of the Southern Pacific service, which is hardly demoralized, although the road has a practical monopoly of the Louisiana and Texas business and should, as a common carrier, alive to its duty to the public, have been fully prepared to handle the business, with which it is entirely familiar.

A charter has been granted in Canada for a railway from Lake Superior via Long Lake to the head of navigation on Albany River, and thus make another "grain outlet" via Hudson's Bay.

TRANSPORTATION

Navigation on the great lakes opened April 1, and grain has been moving freely since that date.

The trunk lines increased the minimum carload weight on grain and grain products April 1 from 30,000 to 35,000 pounds.

Lake rates on grain declined March 18, when room for 175,000 bushels was taken at 1 1/4 cents. Up to that time the nominal rate had been 2 1/2 cents.

The lake and rail tariffs of the Canadian Pacific to points west of Port Arthur and Fort William show some important reductions in the lower classes.

It is officially announced that the Wabash system is behind the "Fuller Syndicate," which has bid \$8,500,000 for the city of Baltimore's interest in the Western Maryland Railroad. The Wabash desires to secure a line to tidewater.

Grain freights from Duluth and Fort William through to Montreal are quoted at 6 1/2 to 7 cents, the inside figure having been bid and the latter asked, and, it is understood, that some business has been put through at 6 3/4 cents.

The roads in the Central Freight Association agreed to make an advance on April 14 of three cents per 100 lbs. on export grain and grain products from Chicago to New York. No change will be made in the domestic rate, which is 17 1/2 cents.

The Grand Trunk has made a number of new regulations regarding elevators at Port Colborne and Port Dalhousie. Hereafter every vessel will be taken in rotation as it enters the harbor. The lighterage charges at Port Colborne will be 2 cents per bushel.

The reduced earnings of the Hamburg-American Steam Packet Company, as shown by its annual report, are attributed, in part, to the shortage in American corn exports. The report states that an agreement with other companies to raise rates will soon be published.

The market for grain lake freights is dull and lots of May space is still being offered. The bulk of the grain, so far booked for May shipment, consists of Manitoba wheat; but very little American wheat and corn being engaged from Duluth and Chicago, a most unusual circumstance.

Elevator men have petitioned the western railroad managers to have the life of through billing extended to eight months and the railroad people have asked the transportation committee of the Chicago Board of Trade its views as to the extension. The present time limit is six months.

Negotiations are in progress between the management of the O. T. Company Elevator at Ogdensburg, N. Y., and the Wolvin syndicate, which is to establish the new Duluth-Quebec line this season, with a view of elevating the grain in the Ogdensburg elevator for lighterage and transhipment.

On March 20 the Northern Pacific put in effect a rate of 60 cents per 100 pounds on mixed carloads of flour and mill feed products from Spokane, Wash., and all points west, including Ellensburg to Colorado common points. The rate had been in force several months on straight carload shipments.

Six German vessels are reported for new crop loading at Portland, Ore., while but four British vessels are reported taken for the same business. As the rates obtainable when these vessels were fixed were much better than could be done now, the German owners are credited with good business judgment in fixing their ships early.

In reply to protests from grain men over increased demurrage charges on Manitoba grain held at Sarnia, the division freight agent of the Grand Trunk has written Secretary Jarvis of the Toronto Board of Trade that it was not intended to increase the charges, and if anyone had paid more than \$1 per day for cars held it would be refunded.

A movement has been put on foot to construct an 8,000-foot tramway from the head of the Six-Mile Canyon to Pardee, Idaho, on the Northern Pacific. The Vollmer-Clearwater Grain Company and the Kettensbach Grain Company of Lewiston and the Kendrick Grain Company of Kendrick, Idaho, are the principal firms interested. It is said that the tramway will reduce the cost of transportation to market of over 500,000 bushels of wheat.

The Varney syndicate has made public a gigantic scheme whereby an independent trunk line is to be constructed from the Great Lakes to the Atlantic. The syndicate plans to secure the Western Maryland Railroad and use it as the outlet of the new line. In brief, the plans included tapping the Great Lakes at Erie, with steamers conveying the business of the Northwest; railroad lines from Erie and from Pittsburgh to Chambersburg, where connection will be made with the Western Maryland; development of the terminal franchises of the West-

ern Maryland at Baltimore; the construction of grain elevators, docks and wharves at such terminals, and the establishment of lines of steamers from Baltimore to European ports.

It is announced that the Missouri Pacific Railroad Company has decided to build a line from Luka to Kinsley, Kan., a distance of fifty miles. This section raised 1,133,932 bushels of wheat in 1901 and at present is without railroad facilities. The new road will result in moving the grain product of the territory to market by the way of Wichita, Kan.

The committee on transportation of the Chicago Board of Trade has decided that the car service rule shall show no discrimination between the owners of private and of public grain warehouses. The chairman of the car service committee has been asked to so amend the proposed rules so as to provide that both interests shall be treated alike in the matter of demurrage.

The members of the railroad car service committee met the transportation committee of the Chicago Board of Trade March 14 to confer over the proposed changes to improve the handling of grain cars. The railroad men have made one important concession in their plan. Instead of permitting delay of cars only two days, they have agreed to allow five days before charging demurrage.

An effort is being made to induce the O. R. & N. Co. to build a branch railroad from Winona Junction, Wash., in a westerly direction up the Valley of Rock Creek, a tributary of the Palouse. A road about 20 to 25 miles long is wanted to secure a convenient outlet for the extreme northwestern corner of Whitman County, Washington. The wheat production of this territory last year was 1,952,600 bushels.

The Great Northern is surveying a line from Sioux Falls, S. D., to connect with the Burlington at Broken Bow, Neb., and work on the road is to be commenced at once. The new line will give the Northern Pacific people a short line from Minneapolis, St. Paul and Duluth to Denver, and in the event of the Burlington building to Salt Lake to connect with Senator Clark's Los Angeles road, a short line to the Pacific Coast.

April 3 was the banner day of the season at Chicago for grain charters. There were 200,000 bushels of wheat and 190,000 bushels of corn engaged to load at Chicago, and a cargo of 240,000 bushels was taken to load at Manitowoc. With the exception of one cargo of corn, all the grain was for Buffalo. Rates were 1 1/2 cents for corn and 1 1/8 cents for wheat. There was more grain than room offering at these figures.

Pacific Coast advices state that the San Francisco, Portland, Tacoma and Seattle harbors are filled with tramp sailing vessels and steamships waiting for grain cargoes. Many of these vessels have in former years been engaged in transporting corn from the Atlantic seaboard and the absence of such traffic this year has caused them to flock to the Pacific ports in the hope of picking up grain cargoes there. The result is that rates have dropped out of sight and large numbers of these tramps are unable to load at anything like profitable rates.

In the Canadian House recently a bitter attack was made on the Canadian Pacific road. Members from the West charged that the road made little effort to move the grain crop of last year, and that the farmers of the Territories lost \$4,000,000 as a result. The Premier answered that the tremendous crop of last year could not possibly be moved on such short notice by any railroad, and pointed out that the government had stipulated with the Canadian Pacific for an increase of freight and elevator service this year when permission to issue \$20,000,000 new stock was granted.

Frederick A. Knapp of Prescott, Ont., has designed a new type of steamboat for the transportation of grain down the St. Lawrence system of canals. The new boat will have greater carrying capacity than any now in use, and owing to its tubular formation will be able to withstand the rough usage to which a boat is subjected in its passage down the St. Lawrence. It is claimed the first cost of the new type boats will be materially less than any now built, and that the new vessels will have a number of other advantages over the boats now in use. Each vessel is to be equipped with an elevator plant, which will weigh, screen and unload, operated by its own power and screw, and will run alongside the ocean vessel and discharge the grain into the latter without the aid of elevators, floating or stationary, and at no cost beyond the ordinary running expenses of the boat. Mr. Knapp says that at least two of these boats will be in commission by September 1, and that eight others will be built as soon as possible. He states that the capacity and speed of these boats are such that one boat can bring 3,000,000 bushels of grain from the foot of Lake Erie to Montreal in one season. Less than 30,000,000 bushels are brought in the entire season by all the boats at present.

The EXCHANGES

Several memberships in the Milwaukee Chamber of Commerce were sold last month at \$1,000. It is expected that future sales will be at a higher price.

The Winnipeg Grain Exchange has amended its by-laws, changing the entrance or membership fee from \$125 to \$250 and the associate member's fee from \$25 to \$50.

The Grain and Hay Association of Norfolk, Va., has elected the following board of directors: R. Henry Jones, Jesse O. Reid, E. Hening Smith, J. Gray Reid, J. H. Cofer, R. Hunter Rogers and E. B. Hayes.

The New York Produce Exchange has advanced its commission rate to outsiders to 1/8 of a cent. This move induced quite a number of Chicago traders to take out memberships there. Memberships show a fair advance, changing hands at about \$500.

The Chicago Board of Trade directors recently made a rule that all grain weighed out of public elevators must be handled by the board's weighmaster. This brought up the question of who should pay the weighing, the elevator or shipper. The directors have decided that the elevator man must stand it.

On March 18 twenty-five memberships in the Duluth Board of Trade were sold for \$1,000 apiece, exhausting the available memberships under the board's limit of 200. This is the highest price ever paid and after the last one had been sold \$1,250 was bid. Four years ago memberships could have been had free by anybody who would pay the annual dues of about \$35, and memberships have been sold as low as \$5.

Minneapolis Chamber of Commerce memberships have sold for as high as \$4,000 during the past month, with later bids of \$4,250. The strength is in the limited number, there being less than 600. The price has thus been higher than Chicago Board of Trade memberships, which have changed hands at \$3,600 to \$3,800. The directors of the Minneapolis body are considering the advisability of raising the commission to 1/8 of a cent for orders executed on that exchange for members of other exchanges.

The directors of the Minneapolis Chamber of Commerce have fined G. B. Gunderson & Co. and the Minnesota Grain Co. the sum of \$500 each for violating the commission rule of the exchange. A North Dakota grain buyer proved to the satisfaction of the directors that money had been advanced to him by both firms for the purchase of grain, and that they had not charged him interest or commission. As reward for furnishing the evidence to convict these two firms, the complaisant will receive the sum of \$1,000 for each conviction.

The Merchants' Exchange of Buffalo sent a committee composed of R. W. Searle, F. Howard Mason and B. J. Burns to examine into methods of future trading on western exchanges. Their report was highly favorable to establishing option trading in Buffalo and the details necessary to putting it into operation are now being worked out. The commission rate will be 1-16 of a cent per bushel and deals in 1,000-bushel lots will be permitted. The par value of memberships is \$100, but they often change hands at \$40 or \$50. It is confidently expected that a great increase in trade will result and also that a material advance in the price of memberships will follow.

OUR CALLERS

We have received calls from the following gentlemen prominently connected with the grain and elevator interests, during the month:

C. W. Ballard, Girard, Ill.

D. H. Stuhr, of D. H. Stuhr Grain Co., Davenport, Iowa.

G. M. Robinson, president Charter Gas Engine Company, Sterling, Ill.

H. C. Mowry, Forsyth, Ill., secretary Illinois Grain Dealers' Association.

L. Cortelyou, Muscotah, Kan., president Kansas Grain Dealers' Association.

E. J. Smiley, Topeka, Kan., secretary Kansas Grain Dealers' Association.

C. T. Prouty, Kingfisher, Okla., secretary Grain Dealers' Association of Oklahoma.

A. W. Lloyd, Chicago, traveling representative Illinois Grain Dealers' Association.

W. L. Parrish, Winnipeg, Manitoba, secretary Northwest Grain Dealers' Association.

D. Hunter, Hamburg, Iowa, president Grain Dealers' Union of Southwestern Iowa and Northern Missouri.

Send us the grain news from your county.

Fires - Casualties

The Taylor Feed Company's establishment at Platteville, Wis., was burned out recently.

A McCaull-Webster grain warehouse at Bowditch, S. D., burned March 27. The building contained considerable wheat and flax.

The elevator of the Pennsylvania Railroad at Valparaiso, Ind., burned April 6, together with 100 tons of hay. The loss is \$3,500.

The elevator at Grinnell, Iowa, owned by Wilson & Jacobson, caught fire April 2, but the blaze was soon controlled and only nominal damage resulted.

Samuel Rudy's elevator at Covington, Ohio, was destroyed by fire March 13. The loss is about \$7,000. The fire started in a livery stable adjoining the elevator.

A 20-horsepower gasoline engine in Detwiler's elevator at Henderson, Mich., blew up recently. Milo Crane, who was in the engine room, was seriously, if not fatally, injured.

W. S. Ellis' elevator at Alliston, Ont., was completely destroyed by fire at an early hour April 6. L. Coffee & Co. of Toronto lost about 6,000 bushels of grain. There is some insurance.

Ruff's warehouse at Rushville, Ohio, was burned March 23. The structure was nearly new and was packed with baled hay, wheat, flour and corn. The loss is total, with small insurance.

The elevator at Mendota, Ill., operated by Phillip Maus and owned by J. H. Dole & Co. of Chicago, was destroyed by fire April 5. The building and contents were partially covered by insurance.

The fire which destroyed the elevator of J. H. Dickson at Lesterville, S. D., recently, is believed to have been of incendiary origin. In addition to the building, 6,000 bushels of wheat were burned.

The Independent Elevator at Kragness, north of Moorhead, Minn., was burned March 21. The fire was discovered shortly after midnight and in less than three hours the elevator was a mass of ruins.

The Michigan Milling Company's elevator at Oak Grove, Mich., burned March 11. The loss is about \$50,000. The fire originated in a box car near the elevator and is supposed to have been started by tramps.

Ed. Morris' elevator at Magnet, four miles south of Mattoon, Ill., was burned to the ground March 23. Mr. Morris places his loss at \$1,200, with insurance of \$800. The cause of the fire is unknown.

Charles T. Wade's elevator at Farina, Ill., containing about 2,000 bushels of oats, was burned March 13. The loss is estimated at \$5,000, with insurance of \$1,200. The fire is supposed to have been started by a spark from a passing locomotive.

The elevator of the Era Grain Company at Elmore, Minn., was destroyed by fire March 16. The fire is stated to have been of incendiary origin. The loss is about \$8,000. Insurance of \$7,000 was carried—\$2,500 on the building and \$4,500 on contents.

The plant at Brownton, Minn., known as the Kriebler Elevator, and operated by E. L. Welch & Co. of Minneapolis, was struck by lightning March 15. An alarm of fire was turned in, but the services of the firemen were not required. The loss is covered by insurance.

Fire was discovered on the roof of the Steel Elevator & Storage Company's plant at West Nashville, Nashville, Tenn., March 26, but was extinguished before great damage was done. The loss is about \$1,000, fully covered by insurance. A hot journal is credited with having started the fire.

Lyman Brooks' grain and flour store at Charlestow, N. H., was burned March 18. The fire started in the office from an unknown cause. The stock was valued at \$6,000 and insured for \$4,000. The building and machinery were owned by Wm. E. Butterfield and valued at \$2,500, with insurance of \$1,500.

The elevator at Mount Vernon, Ind., owned by the milling firm of Fuhrer & Ford, was destroyed by fire March 14. The structure had been recently rebuilt and was valued at about \$15,000. There were 75,000 bushels of wheat stored in the building when the fire occurred. The loss is covered by insurance.

Safe blowers started a disastrous fire at Marissa, Ill., March 18, which destroyed property valued at \$125,000, including the elevator owned by the Baum & Lang Commission Company of St. Louis, and operated under the title of the Marissa Elevator Company. The fire started in a hotel, the safe in which had been blown open and rifled of \$2,500,

and quickly spread to adjoining property. The elevator loss is placed at \$50,000.

Fire, at 3 o'clock on the morning of March 25, destroyed the elevator at Belmont, Mo., owned by the St. L. I. M. & S. Ry. Co. In addition to the building 6,000 bushels of corn and eleven loaded freight cars, three of them with corn, and the freight depot were burned. The loss is between \$50,000 and \$60,000; partially insured.

Karl Kahl, a 13-year-old boy, was killed March 18 while playing in an elevator at North Washington, Ohio. He was in a wheat bin digging a deep hole in the pile of grain when other wheat was run in, completely covering him up and smothering him. He was missed some time afterward and a search resulted in the finding of his lifeless body.

The two elevators of the Brooks-Griffith Company at Minneapolis, which were burned some time ago, were not entirely consumed and both were left in a dangerous condition. Recently one of the burned structures collapsed and two men working in a box car on the Northern Pacific tracks adjacent to the half-demolished buildings were caught under the falling walls and injured. This resulted in prompt action being taken in regard to the remaining shell, which was razed by the aid of dynamite.

The elevator of Dow & King, millers at Pittsfield, Ill., was destroyed by fire March 12. The fire started in the engine room or the belt room and quickly spread to the top of the building. The firemen were unable to cope with the blaze owing to insufficient water pressure, and devoted their efforts to saving surrounding property. There were between 35,000 and 40,000 bushels of wheat in the elevator and the total loss is about \$40,000. The building and contents were insured for \$28,000. It is understood the elevator will be rebuilt.

The terminal cleaning elevator of the Tredway Elevator Company at Glencoe, Minn., was completely destroyed by fire on April 8. The elevator was of 50,000 bushels' capacity and contained about 16,000 bushels of wheat and about 7,000 bushels of coarse grain at the time of the fire. The loss was total and amounts to about \$20,000. Both building and stock were fully covered by insurance. The salvage was sold to Griggs Bros. of St. Paul. The elevator was in operation at the time of the fire, which occurred at about 1 o'clock p. m., and is supposed to have been caused by friction in the head, the fire starting in the cupola. The building and stock were insured, and the loss was speedily adjusted.

THE RUSSIAN GRAIN MARKET.

The Russian crop estimates are most uncertain quantities, in spite of appearances, and to complicate speculation of this sort abroad the movement or non-movement of grain to the Russian litoral is no longer indicative of interior conditions. Until a few years ago, if the harvest had been good, the grain moved rapidly to the seaports without reference to the price, so that the ports were literally inundated with the new grain. Only impassable roads or actual scarcity of the grain prevented arrivals at the seaport towns.

Now, however, this program no longer obtains. With 43,000 kilometers of railway and 200 grain depots, 80 of which are modern elevators, the grain is handled to some extent as it is in America—that is, it moves out with something like order in response to a demand.

In framing the railway tariffs and drawing up commercial treaties with foreign powers, the Russian government is extremely careful to study the interests of agriculture. To control the market grain exchanges have been founded at St. Petersburg, Moscow and other places, the representatives of which meet together in the offices of the minister of finance. In order to prevent a too sudden slump in prices, the government in the years 1893, 1894 and 1895 did not hesitate to appear on the market as a buyer, in order to supply the needs of the national army and alleviate the distress in the districts suffering from famine. The Russian grain producers have acquired prudence; they no longer flood Western Europe with their produce, but exporters endeavor to maintain the firmness of the international market as much as possible and to work off as much Russian soil as wheat as the buyers will allow.

Corn is said to be missing grade at Kansas City with most disagreeable frequency, and the shorts are quite unhappy about it.

During the eight months ending with February, 1902, corn and corn meal exports declined more than \$47,000,000 compared with 1901, but those of wheat increased during the same period nearly \$30,000,000. The grand total of exports of all kinds was \$41,000,000 below that of the same eight months of the year previous.

OBITUARY

William M. Crowell, a well-known grain dealer of Raber, Ind., is dead.

J. M. McDonald, of the McDonald Grain Company of Bay City, Mich., is reported deceased.

Dan Dixon, popular in the grain trade of both Chicago and New York, died in the latter city April 2.

A. D. Robb, a prominent grain dealer of Chalmer, Ind., died March 13, at Crondler, Fla., where he was sojourning for the benefit of his health. He was 61 years old.

O. H. P. Thomas of Maysville, Ky., died March 25, of stomach and kidney trouble. Mr. Thomas was 58 years of age and had been engaged in the wholesale grain and liquor business for many years. His wife survives.

L. H. Day, aged 68 years, died at his home in Kansas City, Mo., April 1, of heart failure. He was formerly a wholesale grain dealer and owned an elevator at Lexington, Mo., but retired from the business about twenty years ago and had since been interested in real estate. He leaves a wife and one son.

Albert Gerberding of San Francisco died at Santa Barbara, Cal., March 26, of valvular disease of the heart. Mr. Gerberding was one of the largest grain dealers on the Pacific Coast, and had at different times served as president of the San Francisco Merchants' Exchange. He was formerly a state bank commissioner.

Richard F. Connell died at his home in Hayton, Wis., March 19, aged 58 years. Mr. Connell was engaged in the grain and lumber business and was prominent in social and political circles. He was born in Washington County, Wisconsin, in 1843, and located in Hayton in 1873. He leaves a widow and one child, a son.

George S. Hardinger, who was connected with the commission firm of C. Andres & Co. in the Rialto building, Chicago, committed suicide in Jackson Park, April 5, by shooting himself. Mr. Hardinger was a son-in-law of C. Andres and was thirty-seven years old. He is survived by a wife and one son. No motive for the deed has been discovered.

Charles W. Wheeler, formerly associated with his father, Hiram Wheeler, in the Chicago grain firm of Munger, Wheeler & Co., died at Cannes, France, March 15, aged 63 years. Mr. Wheeler retired from active business about ten years ago and had since spent much of his time abroad. Mr. Wheeler was at one time a member of the Chicago Board of Trade. He is survived by a widow.

W. C. Myers of Nashville, Tenn., died suddenly March 18 of apoplexy. Mr. Myers was born near Nashville and served four years in the Confederate army, making a record for gallantry. After the war he returned to Nashville and engaged in business. Later he entered the grain trade and was secretary and treasurer of the Nashville Grain & Storage Company. He is survived by his wife.

John Coucher, a prominent grain dealer of Lyndonville, Vt., dropped dead March 12. Mr. Coucher had been suffering from heart trouble for some time, but his condition was not thought to be serious, as he was able to attend to his business affairs. Mr. Coucher was born in Lyme, N. H., in 1847. He located in Lyndonville about eight years ago, and engaged in the grain trade. A wife and family survive.

William N. Montgomery, secretary of the Montgomery Grain Company of Kansas City, Mo., died March 24, of consumption, at the home of his brother, P. H. Montgomery, in that city. Mr. Montgomery was born in Madison County, Illinois, in 1851. He moved to Kansas City in 1889 and was for some years connected with the Nelson-Birch Commission Company. Ten years ago he bought a membership in the Kansas City Board of Trade and a year later went into partnership with his brother. Mr. Montgomery is survived by two children.

Charles E. Chase, one of the original members of the Chicago Board of Trade, died March 16, at the residence of his daughter, in Edgewater, aged 74 years. Mr. Chase was a native of Buffalo, N. Y., and came to Chicago in 1845. He married a daughter of William Wells, who built the first grain elevator at Buffalo. Through association in business with his father-in-law, Mr. Chase drifted into the lake transportation business and became very prominent in his chosen field. He retained his membership in the Chicago Board of Trade until 1875, when he retired from business.

Robinson's Brewery at Scranton, Pa., is putting in a grain drier.

COMMISSION

I. M. Parr & Son (Ltd.) of Philadelphia will, it is announced, liquidate.

Booge & Co. of Minneapolis have opened an office in Britton, S. D. S. A. Bell is in charge.

Raymond, Pynchon & Co. of New York and Chicago are establishing an office in Kansas City.

Ben Block of Chicago has incorporated the Ben Block Company, with a capital stock of \$15,000, to do a general brokerage business.

Hallet & Co., grain commission, Minneapolis, with offices in the Flour Exchange, have opened a branch office at 314 Guaranty building, with George J. Morton as manager.

Wm. J. Pope, president of the Pope & Eckhardt Co., Chicago, who has been spending the winter months in the Bahama Islands and the South, is expected home the middle of April.

Thomas A. Wright has associated himself with the firm of Raymond, Pynchon & Co. of Chicago and New York, and will have general charge of their Chicago Board of Trade business.

The McEwen Grain Company of Kansas City has been incorporated with a capital stock of \$10,000, all paid in. Dwight W. McEwen, W. G. Hazelton and Charles Gilstrap are the incorporators.

J. C. Wood & Co. of Chicago have incorporated with a capital of \$50,000 to do a brokerage and commission business. The incorporators are John C. Wood, James M. Clean and Charles J. Roberts.

J. H. Milne, formerly one of the largest exporters on the Chicago Board of Trade, is in Las Vegas, N. M., on a health trip. At last reports he was much improved and his return is looked for by the last of April.

The Bentley-Jones Grain Company of Chicago has been incorporated with a capital stock of \$25,000 to do a general commission business. The incorporators are Charles S. Bentley, Charles A. Jones and Morris R. Dial.

Karick, Gray & Williams is the style of a new Chicago commission firm that will enter business May 1. The senior partner is vice-president of S. Strong & Co., now represented in Chicago by Harvey S. Williams.

M. E. Doran & Co., stock and grain brokers in the New York Life Arcade at Minneapolis, closed their doors April 2 for an examination of accounts. An effort will be made to adjust the firm's affairs so that it may resume.

The Louis Muller Company of Baltimore, Md., has been incorporated with a capital stock of \$50,000 to deal in grain. The incorporators are Louis Muller, John M. Dennis, Ferdinand A. Meyer, Thomas C. Craft Jr. and Edward T. Scheil Jr.

W. B. Bogart, who is to be associated with Carrington, Patten & Co. of Chicago, will be a partner in the new firm and will be in charge of the speculative department. Mr. Bogart was formerly with Fleming & Boyd, now out of business.

F. M. Bunch, of Rumsey, Lightner & Co., Chicago, and his brother, R. H. Bunch, of Bartlett, Frazier & Co., together with their wives, spent the month of March at Las Vegas Hot Springs, N. M. The trip was for health and pleasure only, the party returning to Chicago the first of April.

J. J. Sager, of the Norton Mills, Chicago, has been appointed manager of the estate of the late James H. Dole and will have entire charge of the elevator and grain business of J. H. Dole & Co. Mr. Sager will retain his official connection with the Norton Milling Company and will continue as its buyer on the floor.

W. R. Mumford Co. of Chicago has opened an office in Cedar Rapids, Iowa, and all Iowa business will be done through the Cedar Rapids office. Fred Faulkner, of the firm, is in charge. The firm also opened an office at Duluth, April 1, under the direct charge of the Minneapolis manager, C. G. Thayer. They will have two men on the Duluth Exchange to look after their cash and future business.

Carrington, Hannah & Co. of Chicago will dissolve May 1 and be succeeded by Carrington, Patten & Co. The firm will be composed of W. T. Carrington, George W. Patten and H. J. Patten. It will take the grain and elevator business handled by the old firm. It is possible that it may be incorporated later. Carrington, Hannah & Co. had a capital of \$200,000. The Patents take the interest of the late John A. Hannah. The house is one of the oldest in the trade, and was started in Baltimore over thirty years ago by W. P. Harvey. They opened their Chicago business in 1878.

In 1894 John S. Hannah and W. T. Carrington, who, with Harvey, composed the firm, took Harvey's interest and formed the house of Carrington, Hannah & Co. It was incorporated a little over a year ago.

Frank G. Logan, special partner in the firm of Logan & Bryan, Chicago, has retired. Mr. Logan states that the reason for his withdrawal is that under a late construction of an old rule of the Chicago Board of Trade he would be compelled to again join that institution. This he does not care to do, as he retired from that and other active positions only 1 last and does not want to re-enter them.

The W. B. Harrison Grain Company of St. Louis, Mo., assigned March 22 to A. P. Richardson, of the Richardson Grain Company. Mr. Harrison is one of the oldest members of the Merchants' Exchange. He was a heavy dealer in corn and oils, and he had a large southern trade. Mr. Richardson says that Mr. Harrison's creditors will not lose more than \$4,000 altogether. Mr. Harrison states that his failure was due to a sudden decline in corn and oats futures.

ELECTRIC IGNITING OF GASOLINE ENGINES.

With the electric igniter for gasoline engines, an electric current is made and a spark caused in the cylinder by one of several methods. One is to bring two contacts or electrodes together on the inside of the cylinder and on separating them quickly a spark is made, causing the ignition. This is the "make and break" method. Then there is the "wipe spark," in which the two electrodes come together and the moving electrode wipes or rubs on the other before breaking and causing the spark. This is designed to overcome the tendency of the points to corrode and become coated with carbon, as is the case with the "make and break" igniter. The "wipe spark," however, wears the igniter points excessively and is subject to the further disadvantage of having inside the cylinder a spring which suffers from the high temperature and breaks frequently. There is also the "jump spark." In this method there are no moving parts in the cylinder, but the current is made and broken by mechanism on the outside, causing the spark inside the cylinder. This method, says The Tradesman, has the disadvantage that the igniter points become coated with carbon, etc., causing a failure to ignite. Each method has its own devotees.

But the success of the electrical igniter depends on other conditions also. As may be inferred from what has already been said, the points must be kept cleaned and not allowed to become corroded or dirty. Different kinds of points are used. Platinum is good, but is very expensive and often honeycombs and scatters the spark, failing to ignite. Silver, German silver, copper and steel are also used, depending somewhat on the nature of the fuel.

If the igniter is the "soul" of the engine, the battery is the "vital principle" of the electric igniter. Most of the trouble usually had with electric igniters may be laid to the battery. In the first place, only a strictly first-class battery should be used at all. Then it should not be expected to last forever without renewing. A battery might be compared to a barrel of water. If you take out ten drops per minute for ten hours a day, the barrel will need replenishing sooner than if you took out only five drops per minute five hours a day. There are just so many sparks in a battery, and the faster you use them the sooner you must renew the battery. For this reason a small sized engine will run a battery down sooner than a larger size, because the small engines run at a higher speed and take more frequent ignitions. Of course those engines which operate the igniter continuously, whether to fire a charge or not, will run a battery down faster than an engine which operates the igniter only when necessary to fire a charge. In this latter class the load carried has much to do with it, for the greater the load the oftener the engine fires. It is therefore difficult to say just what the life of a good battery should be, as it depends so largely on the type of engine, amount of load carried, as well as the number of hours per day that the engine is run and the number of days per week. One thing that will run a battery down quicker than months of usage is to leave the switch in over night or when the engine is not running. Many a battery is ruined in a single night by this failure to open the battery switch.

Many gasoline engine operators favor the use of a sparking dynamo for electrical ignition. These dynamos furnish the spark continuously after the engine is started, but a battery must be kept for starting. A battery for this purpose, however, would be of very little expense, as it would not have to be renewed frequently. The only objection to this method is that the dynamo costs about \$20, and very few purchasers care to pay this extra amount. However, as the dynamo does not wear out in years of service, and as it saves the cost of renewals for the battery, it will save its own cost several times over in a few years.

Of course, there are many devices employed for operating the mechanism producing the spark, and the operator of a gasoline engine must study these parts and become so familiar with their operation that he can make adjustments for wear, etc., in course of time. Many a good engine is condemned because of the failure of igniting mechanism, and if the operator will thoroughly familiarize himself with its operation he will be able to save himself much time and worry, as well as expensive delays caused by the engine failing to run.

Late Patents

Issued on March 11, 1902.

Wheat Scouring Machine.—George Lützenburger, Schlauersbach, Germany. Filed March 15, 1901. No. 695,106. See cut.

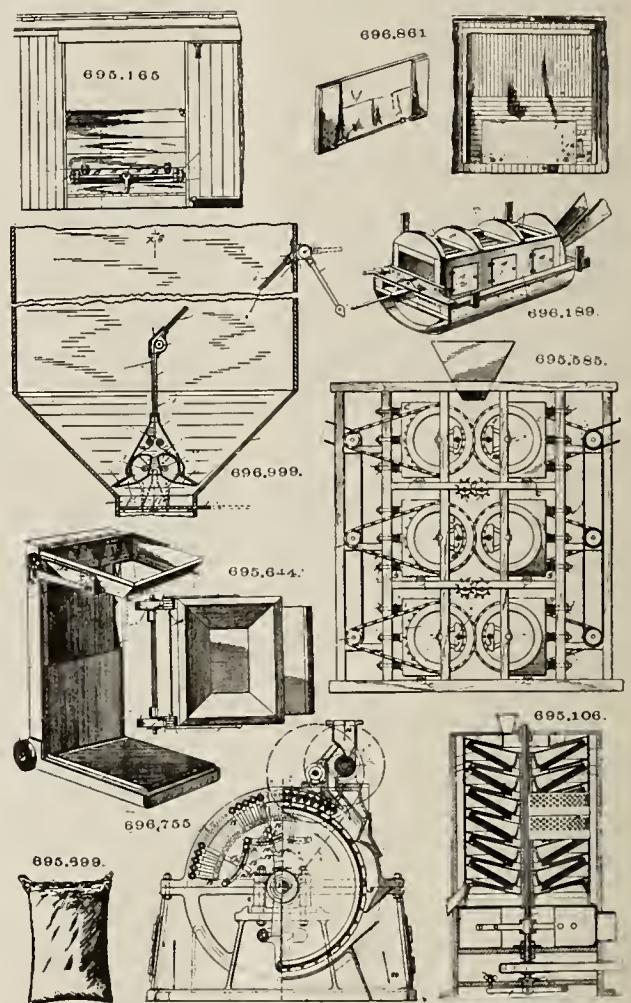
Grain Car Door.—August Miller, St. Louis, Mo. Filed June 8, 1901. No. 695,165. See cut.

Automatic Weighing Machine.—Thos. C. Baker, Washington, Kan. Filed January 8, 1901. No. 694,935.

Automatic Weighing Machine.—Thos. C. Baker, Washington, Kan. Filed May 15, 1901. No. 694,936.

Issued on March 18, 1902.

Sack Holder.—Herman M. Lillo and Ole A. Giere, Rockwell, Minn. Filed May 16, 1901. No. 695,614. See cut.



Apparatus for Expressing Moisture from Brewers' Grain, Etc.—John C. W. Stanley, London, England. Filed July 1, 1901. No. 695,585. See cut.

Ore or Grain Sack.—Wm. R. Morris, Cripple Creek, Colo. Filed November 11, 1901. No. 695,693. See cut.

Issued on March 25, 1902.

Bean Separator.—Wm. F. Pillmore and David Anderegg, Westerville, N. Y. Filed September 13, 1901. No. 696,189. See cut.

Issued on April 1, 1902.

Grain Car Door.—Duncan Downs and Daniel W. Draper, West Superior, Wis. Filed June 7, 1901. No. 696,861. See cut.

Grain Crusher.—Henri Rose and Georges Rose, Poissy, France. Filed December 6, 1900. No. 696,755. See cut.

Issued on April 8, 1902.

Grain Flow Indicator.—Chas. C. Neale, Minneapolis, Minn. Filed June 10, 1901. No. 696,999. See cut.

It is expected that hereafter the corn yield of the Red River country in Minnesota and the Dakotas will be increased annually, the experts having produced, after a series of years of breeding, a type of corn fully acclimated to the country.

A CONFIDENTIAL CREDITOR.

Congressman John A. Moon, of the Ringgold district of Georgia, has a claim against the government which he will try to collect for an old Union sympathizer, now a constituent of his. Some time ago Mr. Moon was approached by this old and substantial citizen, who told the Judge that he wanted to have a little private conversation with him; and the congressman of this district was very much surprised, says the Ringgold New South, when this old citizen disclosed an order on the United States government signed by General Sherman, acknowledging the receipt of 150 bushels of corn at \$1.50 a bushel.

The old gentleman explained that General Sherman had bought the corn from him when he was in Chattanooga during the war and had given him an order on the government, agreeing to pay \$1.50 a bushel for same. He said that the reason he had never presented the claim was because he had wanted to see the government get along all right and did not care to press it for the amount.

Congressman Moon now has in his possession the order on the United States government signed by Sherman, and he intends to collect it for the old man who has waited thirty-five years because he did not want to "press" the government.

A telegram dated Sherman, Texas, March 21, said: "W. P. Harrison, president of the Texas Grain Dealers' Association, sold to a firm in New York, for export to Germany, 2,500 bushels of Texas red rustproof seed oats. Mr. Harrison said: 'In my twenty-five years' experience in the grain business this is the first sale I have ever made where the oats were consigned to Europe for seed purposes.'

For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

GASOLINE ENGINES.

All makes of gasoline engines bought, sold, rented and exchanged. Address

M'DONALD, 36 W. Randolph St., Chicago.

FOR SALE.

White wheat in carloads. If needing, telegraph "Williamson," Salt Lake City, or write

SAM WILLIAMSON, Salt Lake City, Utah.

FOR SALE.

An "Eureka" Double Shoe Compound Motion, Two-fan Separator. Very cheap. Address

W. H. MOORHEAD, 56 Traders Bldg., Chicago, Ill.

FOR SALE.

Two Indiana elevators, one on Vandalia, one on main line Pennsylvania Railroad. Address

PLYMOUTH NOVELTY MFG. CO., Plymouth, Ind.

FOR SALE.

Two hay barns at Wolcott, Ind., and one at Remington, Ind. Storage capacity 1,000 tons. Easy terms. Address

E. H. WOLCOTT, Wolcott, Ind.

ELEVATOR MACHINERY FOR SALE OR TRADE.

35 Gasoline Engines of standard makes, 18 roller feed mills, all sizes. Send us list of machinery you have for sale.

ADVANCE MFG. CO., Dept. D., Minneapolis, Minn.

FOR SALE.

We have a large stock of boilers, engines, steam pumps and pulleys for sale. Write for specifications and prices to

PHILIP SMITH, Sidney, Ohio.

KANSAS ELEVATORS.

For sale, three elevators, located on the A. T. & S. F. Ry., in the best wheat territory in Kansas. For particulars address

BOX 762, Wichita, Kan.

HOPPER SCALES.

For sale, three 40,000-pound capacity Fairbanks Hopper Scales, good as new. We found it necessary to replace them with larger scales and will sell at a great sacrifice. Address

J. F. HARRIS & CO., Burlington, Ia.

FOR SALE.

A line of three elevators, a dwelling house, feed, hay and live stock business. Located in the Indiana Gas Belt. Profits last year amounted to almost our asking price. Good schools and nice town to live in. Address

INDIANA, Box 3, care "American Elevator and Grain Trade," Chicago, Ill.

ELEVATORS FOR SALE.

An established elevator line, comprising thirty elevators, including a large shelling and cleaning house, located on the Chicago Great Western Railway line between Minneapolis and Oelwein, Iowa. For particulars address the undersigned.

FRED C. VAN DUSEN, P. B. SMITH, Assignees, No. 100 Corn Exchange, Minneapolis, Minn.

A GOOD MEDIUM.

If you want to buy or sell a grain elevator or machinery try an advertisement in the "American Elevator and Grain Trade." The journal has had a 20 years' acquaintance with the grain dealers of the country and good results invariably follow the insertion of line advertisements.

Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

WANTED.

Good elevator doing a good business. Will buy or rent. Address

WM. THOMAS & SON, Graettinger, Iowa.

WANTED.

All-around hustlers in every state to sell our specialties to mills and elevators. Address

A. W., Box 4, care "American Elevator and Grain Trade," Chicago, Ill.

NO MORE MUSTY CORN.

Use Beale's Adjustable Corn Crib Ventilators. Allows you to build cribs 16 to 24 feet wide. Saves 30 per cent in building material. No more musty corn. Write to

N. S. BEALE, Tama, Iowa.

ADVERTISE WISELY.

A journal that has had twenty years' acquaintance with the grain trade of the country is the one that brings results. If you wish to reach grain dealers advertise in the "American Elevator and Grain Trade."

REPRESENTATIVES WANTED.

Millwrights, machinery dealers and manufacturers' agents wanted to represent us in their territory, on commission, for the sale of elevating, conveying and power transmitting machinery, mill and elevator supplies. Address

WELLER MFG. CO., 118 and 120 North Ave., Chicago, Ill.

E. R. Ulrich & Sons,
SHIPPERS OF WESTERN GRAIN,
Especially High Grade White and Yellow Corn.

Elevators along the lines of the following railroads in Central Illinois: Wabash; Chicago & Alton; I. C.; C. P. & St. L. and Pawnee.

Main Office, 6th Floor, Illinois National Bank Building, SPRINGFIELD, ILLINOIS.

Write for prices delivered.

No Wheat For Sale

The
Pioneer
Limited.

Famous
Train
of
the
World.

Chicago—St. Paul—Minneapolis.

VIA

THE ST. PAUL ROAD.

(Chicago, Milwaukee & St. Paul Ry.)

Equipment and Service
Unequaled.

Time tables, maps and information
furnished on application to
F. A. MILLER, General Passenger Agent,
Chicago, Ill.

ROOFING AND SIDING.**The Garry Iron and Steel Roofing Co.,**

168 MERWIN STREET, CLEVELAND, O.,

MANUFACTURES



Steel Roofing,
Corrugated Iron,
Siding and Metal
Ceiling.

SEND
FOR CATALOGUE

SYKES STEEL ROOFING CO.,

611 So. Morgan Street, CHICAGO.

Eastern Works: NILES, OHIO.



WE manufacture all gauges of corrugated iron, either painted or galvanized. We make Patent Cap Roofing, Roll Cap Roofing, "V" Crimped Roofing, Metal Ceilings, etc., etc. We make a specialty of Corrugated Iron and Metal Roofing for Grain Elevators,

And take contracts either for material alone or job completed. We have done a large amount of this work in the past three years, in fact, we are the largest manufacturers of this material in the Western States. Write us for prices. We can save you money.

COMMISSION CARDS.

[We will not knowingly publish the advertisement of a bucketshop keeper or irresponsible dealer.]

DANIEL P. BYRNE & CO.,

Successors to

Redmond Cleary Com. Co.

Established 1854.
Incorporated 1887.

GRAIN, HAY AND SEEDS.

Chamber of Commerce, St. Louis, Mo.

C. A. Dayton Grain Co.

(INCORPORATED).

522-523 Board of Trade, KANSAS CITY, MO.

ST. JOSEPH, MO, OFFICE, 38 Board of Trade.

MEMBERS CHICAGO BOARD OF TRADE,

COMMISSION CARDS.

ESTABLISHED 1846.

C. A. KING & CO.

THE GOLDEN RULE

GRAIN AND CLOVER SEED DEALERS
OF TOLEDO, OHIO.SPECIAL MARKET AND CROP REPORTS FREE.
BE FRIENDLY. WRITE OCCASIONALLY.

Thos. H. Botts & Co.

FLOUR, GRAIN AND GENERAL
COMMISSION MERCHANTS.....214 Spears Wharf, 213 Patterson Street,
Baltimore, Md.REFERENCES—First National Bank, C. Morton Stewart & Co.
I. M. Parr & Son, BALTIMORE. Dunlop Mills, Warner, Moore
& Co., RICHMOND, VA.

C. A. FOSTER,

CARNEGIE, PA.
ESTABLISHED 1878.

Wholesale Grain, Hay and Mill Feed.

CONSIGNMENTS SOLICITED.

Reference: Freehold Bank, Pittsburg, Pa.
First Nat'l Bank, Carnegie, Pa.

LONG DISTANCE PHONE: CARNEGIE, PA., No. 6.

LEMAN BARTLETT.

O. Z. BARTLETT

L. Bartlett & Son,

GRAIN AND PRODUCE
COMMISSION MERCHANTS.

BARLEY A SPECIALTY.

Room 23 Chamber of Commerce Bldg
Milwaukee, Wis.Careful attention given to orders from Brewers, Maltsters and
Millers.

L. F. Miller & Sons,

RECEIVERS AND SHIPPERS OF

GRAIN, FEED, SEEDS, HAY, ETC.

OFFICE 2933 N. BROAD ST., PHILADELPHIA, PA.

CONSIGNMENTS SOLICITED.

Special attention given to the handling of Corn and Oats.

References: Manufacturers' National Bank, Philadelphia, Pa.
Union National Bank, Westminster, Md.

J. F. ZAHM. F. W. JAEGER. F. MAYER.

ESTABLISHED 1879.

J. F. ZAHM & CO.,
GRAIN and SEEDS,
TOLEDO, OHIO.MEMBERS: Toledo Produce Exchange,
Chicago Board of Trade,
New York Produce Exchange.Handling consignments and filling orders for
futures OUR SPECIALTY.

SEND FOR OUR RED LETTER.

COMMISSION CARDS.

MEMBER
Detroit Board of Trade.ESTABLISHED
1880.C. E. BURNS,
Grain Buyer and Shipper,
Specialties
OATS, RYE AND BEANS.
Detroit, Mich.SMITH-GAMBRILL CO.,
Chamber of Commerce, Baltimore, Md.,
GRAIN COMMISSION
RECEIVERS AND EXPORTERS.

RICHARD GAMBRILL, Western Manager, Chicago, Ill.

PV F. H. PEAVEY & CO.,
Minneapolis,
GRAIN RECEIVERS. Minn
Consignments Solicited.
MILLING WHEAT A SPECIALTY.JOHN WADE & SONS,
Grain Dealers.Members Merchants' Exchange. Warehouse Capacity, 250 Cars
MEMPHIS, TENN.DANIEL McCAFFREY'S SONS,
Leading Hay Dealers,
PITTSBURG, PA.Consignments solicited. Reference: Duquesne National Bank
ESTABLISHED 1867R. S. McCAGUE,
WHOLESALE DEALER IN
GRAIN, HAY AND MILL FEED.
PITTSBURG, PA.Burks Grain & Elevator Co.,
(Successors to C. A. BURKS & CO.),
RECEIVERS and SHIPPERS,

Merchants Exchange, Decatur, Ill. Chamber of Commerce, Detroit, Mich.

MEMBERS:

Decatur Merchants Exchange. Detroit Board of Trade.
Illinois Grain Dealers' Assn. National Grain Dealers' Assn.CORRESPONDENCE
SOLICITED.

GRAIN AND GRAIN PRODUCTS :: COTTON SEED PRODUCTS

41 Madison St., MEMPHIS, TENN.

COMMISSION CARDS.

CHARLES D. SNOW & CO.,
COMMISSION MERCHANTS,MEMBERS
CHICAGO BOARD OF TRADE.228 and 230 Rialto Bldg.,
CHICAGO.Our Special Market Letters and Poeket Manual furnished free
on applicati n.

WILLIAM J. POPE, Pres't. W. N. ECKHARDT, Sec'y.

POPE & ECKHARDT CO.
COMMISSION MERCHANTS

Grain, Seeds and Provisions.

317-321 Western Union Building, CHICAGO.

FRED D. STEVERS & CO.
COMMISSION
MERCHANTSGRAIN, SEEDS AND PROVISIONS,
543 RIALTO BUILDING :: CHICAGO, ILL.
Special Attention Given to Consignments.CAPITAL \$200,000.00.
THE CALUMET GRAIN & ELEVATOR COMPANY
GENERAL GRAIN
HANDLERSReceiving, Shipping, Exporting, Commission. Careful attention
Consignments and Future Orders. Track bids if desired.GED. B. DEWEY, Representative. 169 Jackson Boulevard,
CHICAGO.T. P. Baxter, President. F. A. Roennigke, Secretary.
James Parrott, Vice-Pres't. Trave Elmore, Treasurer.PARROTT-BAXTER GRAIN CO.
COMMISSION,
GRAIN, HAY AND SEEDS.

105 Chamber of Commerce. ST. LOUIS.

CEO. N. REINHARDT & CO.
MELROSE STATION, NEW YORK CITY.Geo. N. Reinhardt & Co.
HAY, STRAW & GRAIN.
DEALERS IN
HAY & GRAIN ELEVATOR
CRAW ELEVATOR
GEON. REINHARDT & CO. HAY & STRAW & GRAIN
61 MELROSE
162ND TO 163RD ST. HARLEM RAILROAD
MELROSE CARS
MELROSE JUNCTION CITY
(PORT MORRIS BRANCH)We sell on Commission and buy direct,
HAY, GRAIN AND FEED.
Storage capacity 8,000 bales, 30,000 bushels
Let us know what you have to offer.

P. H. MCKELLAR. D. W. MCKELLAR. J. J. MCKELLAR. K. D. MCKELLAR

McKELLAR BROS.
BROKERAGE AND COMMISSION

COMMISSION CARDS.

WEARE COMMISSION CO.

GRAIN, PROVISIONS,
STOCKS AND BONDS.Private Wires to All Principal Exchanges of the United States.
WE SOLICIT CONSIGNMENTS.

OLD COLONY BUILDING, : : CHICAGO

W. R. MUMFORD CO.,
Cash and
Futures.

GRAIN, PROVISIONS, HAY AND MILLSTUFFS,

MAIN OFFICE: 528-532 Rialto Bldg., CHICAGO.

MINNEAPOLIS, 23 Chamber of Commerce. ST. LOUIS, 60 Laclede Bldg.
MILWAUKEE, 113 Michigan Street. KANSAS CITY, 605-606 Board of Trade.

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LASIER & HOOPER
GRAIN BUYERS AND SHIPPERS
ROOMS 102-103 RIALTO BLDG.
CHICAGOJ. Rosenbaum Grain Co.
(INCORPORATED)
Rialto Building, Chicago.
GRAIN BUYERS AND DEALERS.Excellent facilities for the prompt execution of
all orders for future delivery.

J. H. WARE. E. F. LELAND.

Consign your grain and seeds and send your
Board of Trade orders to

WARE & LELAND,

200-210 Rialto Bldg., Chicago.

GRAIN PROVISIONS,
STOCKS AND COTTON.

Write for our Daily Market Letter.

Your interests are our interests.

Special attention given to cash
grain shipments.

COMMISSION CARDS.

ESTABLISHED 1865.

L. EVERINGHAM & CO.,

Commission Merchants.

ORDERS AND CONSIGNMENTS SOLICITED.

GRAIN AND SEEDS OF ALL KINDS

For Cash and Future Delivery.

Suite 80 Board of Trade, - - CHICAGO, ILL

W. F. JOHNSON.

GEO. A. WEGENER.

W. F. JOHNSON & CO.,

GRAIN, SEED AND PROVISION

Commission Merchants

Orders for future delivery carefully executed.
Consignments and correspondence solicited.

Room 59, Board of Trade,

CHICAGO.

HUTCHINSON & SHAW,

Commission Merchants,

83 Board of Trade,

W. I. HUTCHINSON.
H. B. SHAW.

CHICAGO.

W. H. MERRITT & CO.,

Grain Buyers and Shippers.

CORRESPONDENCE SOLICITED.

234 La Salle St., CHICAGO, ILL.

Minneapolis.

St. Louis.

Milwaukee.

L. H. Manson & Co.,

...GRAIN AND PROVISIONS...

54-55-56 BOARD OF TRADE,

...CHICAGO.

Consignments and future orders intrusted to us will receive
the best attention.

H. M. PAYNTER, in charge of cash grain department.

MILMINE, BODMAN & CO.,

Commission Merchants.

STOCKS,
BONDS.GRAIN,
PROVISIONS.

Receivers and Shippers.

5 and 7 Board of Trade,
CHICAGO.401 Produce Exchange
NEW YORK.

CORRESPOND WITH

GERSTENBERG & CO.,

Grain and
Seeds. Commission
Merchants. Barley a
Specialty.

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RUMSEY, LIGHTNER & CO.,
COMMISSION MERCHANTS

Grain, Feed, Provisions, Seeds.

Main Office: 226 LaSalle St.,
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Make all drafts on Main Office.

Branch Offices:
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MILWAUKEE,
PEORIA.

COMMISSION CARDS.

GRAIN
MERCHANTS

77 BOARD OF TRADE BLDG.

HENRY HEMMELGARN.

Established 1861.

PHILIP H. SCHIFFLIN

H. HEMMELGARN & CO.,
COMMISSION MERCHANTS,
GRAIN, SEEDS AND PROVISIONS,ROOMS 317, 318 AND 319 RIALTO BUILDING,
Adjoining Board of Trade. CHICAGO, ILL.

Consignments Solcited. Correspondence Invited.

E. W. BAILEY & CO.,
Commission Merchants,GRAIN, SEEDS AND
PROVISIONS

72 Board of Trade, CHICAGO.

ARMOUR GRAIN CO.,
205 LA SALLE STREET,
CHICAGO.

GRAIN BUYERS AND DEALERS.

GEAHART, WHITE & CO.,
...Commission Merchants...STOCKS, GRAIN AND PROVISIONS,
187 La Salle Street, Chicago.

Members Chicago Board of Trade. Correspondence Solcited.

M. M. DAY,

NOW WITH

E. W. WAGNER,

Is in a position to serve his patrons to
best advantage.Consign your grain. Ask us for bids,
and give us your future trades.

MARKET LETTER ON APPLICATION.

709 Rialto Bldg., Chicago, III.

E. W. WAGNER,

MEMBER CHICAGO BOARD OF TRADE.

PERSONAL ATTENTION GIVEN

SPECULATIVE ACCOUNTS
AND CONSIGNMENTS.

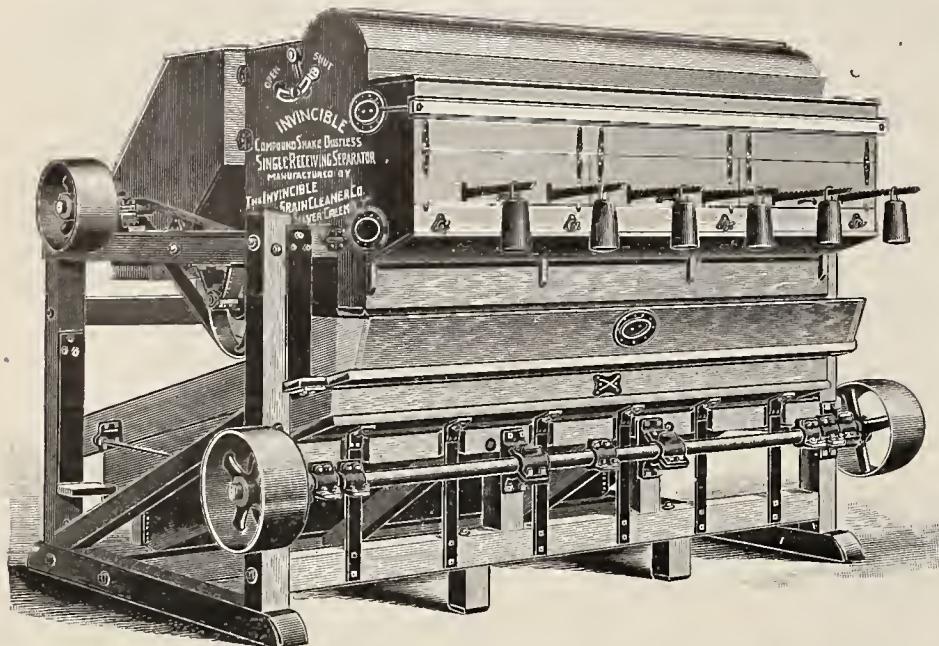
Daily market letter mailed free on application.

709 Rialto Building, - CHICAGO, ILL.

NO SHAKE, NO TREMBLE—Steadiness Itself.

The Invincible Compound-Shake Separators

Can be placed anywhere in the elevator.
They never shake the building but stand as steady as a rock.
Their work is perfect.
Write for latest catalogue.



Invincible Grain Cleaner Company,

SILVER CREEK, N. Y., U. S. A.

Also Manufacturers of the

Needle Screen Gravity Separator and Spiral Belt Separator.

REPRESENTED BY

W. J. Scott, Wyoming Hotel, Chicago, Ill. Edward A. Ordway, 612 Exchange Bldg., Kansas City, Mo
Chas. H. Scott, 307 So. 3d Street, Minneapolis, Minn. J. N. Bacon, Blacherne Block, Indianapolis, Ind
N. B. Trask, Lochiel Hotel, Harrisburg, Pa.

The Wizard Dustless Mill and Elevator Separator.

An honestly made machine.

A thorough cleaner, and cannot be excelled for reliable work.



Send for our catalog showing "Wizard" Purifiers and Separators, Scalpers and Graders, Grain Cleaners and Bean and Middlings Finishers.

DAVIDSON-MARTIN MFG. CO.,

PORT HURON, MICH.



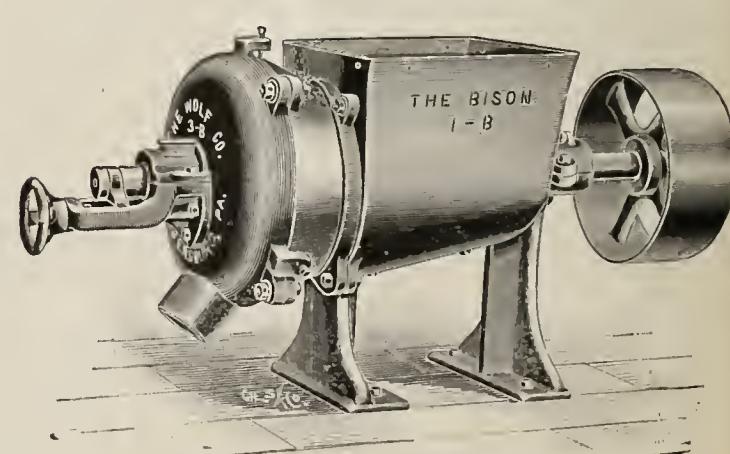
WOLF PRINTS

Wherever the Wolf System of flour milling is used it has proved its practical superiority. Its one great point of excellence is its merit as a money maker. No other machinery on the market is so profitable to use as ours. It is practical machinery in the truest sense of the term.

There are many comprehensive reasons why our products are superior—reasons "broad as a barn door and deep as a well."

We would be glad to present these reasons to any miller or elevator man who will write us. Ask us to explain why you are losing money by not using Wolf machinery.

The Wolf Company,
BUILDERS OF MODERN MILLS,
Chambersburg, Pa.



The Bison *Horizontal Corn and Cob Crusher*

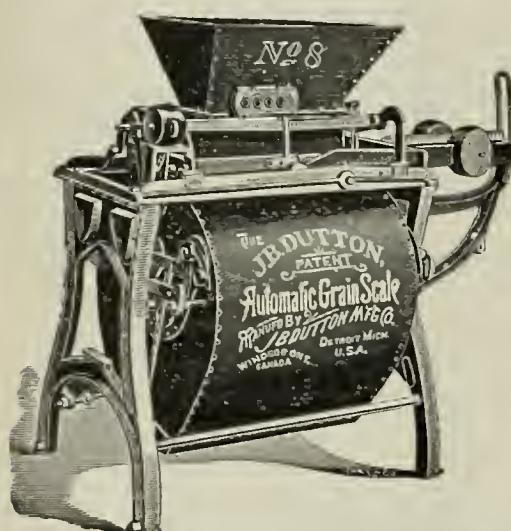
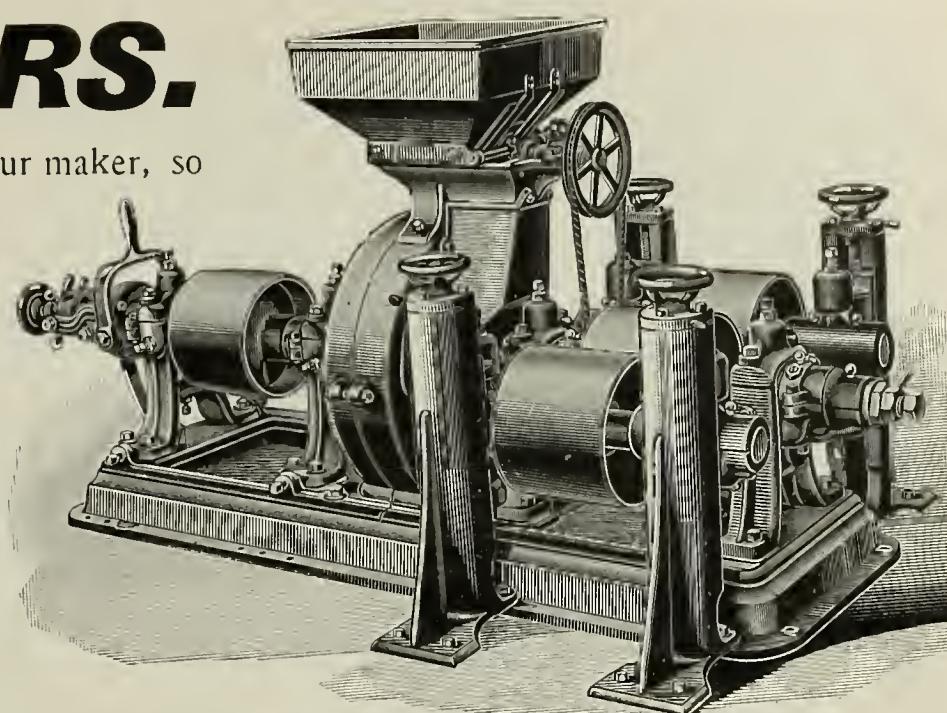
This is the only device of its kind that will not choke. The wide hopper allows the ears to reach the worm no matter how they fall. The largest ears cannot catch.

DISCS vs. BURRS.

Just as the roller mill surpasses the old burrstone as a flour maker, so does the attrition mill surpass the burr as a feed grinder. Not only is it superior in quality of work but in quantity also, doing more work with a given power than any other type of mill. No expensive and annoying delays for redressing are necessary. The MONARCH FEED MILL is easily and cheaply installed. No twist belts are necessary. Our catalog tells of many other advantages. Let us send it to you.

We also make French Burr Mills, Ear Corn Crushers, Corn Shellers, Meal Bolters, Etc.

SPROUT, WALDRON & CO.,
P. O. Box 0, Muncy, Pa.



J. B. DUTTON'S Patent Automatic Grain Scale.

FOR USE IN

ELEVATORS, DISTILLERIES, MALT HOUSES, FLOUR MILLS, ETC.

ACCURATE AND RELIABLE AT ALL TIMES. SCALES SENT ON 30 DAYS' TRIAL.
SEND FOR CIRCULAR AND PRICE LIST.

Address

J. B. DUTTON, 1026 and 1028 Scotten Ave., DETROIT MICH.

Grain Dealers' and Shippers' Gazetteer.

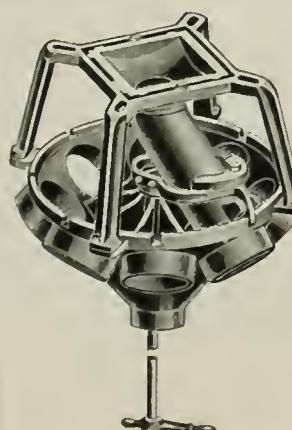
PRICE
REDUCED
FROM
\$2 TO \$1.

CONTAINS freight agents' official list of flouring mills, elevators, grain dealers, shippers and commission merchants, located on all the principal railroads in the United States and Canada. Also contains the grading and inspection rules of leading markets. This is the handiest and most complete list of the kind published. If you do business in this line, you can scarcely afford to be without it. This 1899-1900 edition contains over 200 large pages, in a durable cloth binding. Sent postpaid on receipt of \$1.00.

MITCHELL BROS. CO., 315 DEARBORN ST., CHICAGO.

The May number of THE AMERICAN ELEVATOR AND GRAIN TRADE will be unusually valuable to both reader and advertiser. Don't miss it.

Perforated Metal
FOR
Grain Elevators, Flour Mills,
Rice Mills, Malt Houses.
THE ROBT. AITCHISON PERFORATED METAL CO.
303-305 Dearborn Street, CHICAGO, ILL.



THE BUSY SEASON

of elevator building and repairing will soon be here and REPAIRS are big items in maintenance of machinery, and shrewd purchasers estimate and calculate them closely.

ECONOMY OF SPACE is an important feature as well.

If you want a SIMPLE, ECONOMICAL, EFFICIENT and DURABLE grain distributor to place in your new elevator, or old one as repaired, investigate the merits of the improved

Hall Automatic Overflow Signalling Grain Distributor

Sent to responsible parties on trial.
Send for booklet and particulars to

HALL DISTRIBUTOR CO.,
First National Bank Building, OMAHA, NEB



Macdonald Engineering Co.

Engineers and Contractors,

BUILDERS OF

GRAIN ELEVATORS

*In wood, steel or combination materials.
Any capacity from 5,000 bushels up.*

1454-55-56-57 *Monadnock Bldg., CHICAGO, ILL.*

*The Seckner Company,
Grain Elevators,*

GENERAL CONTRACTORS OF 801, 115 DEARBORN ST.,
CHICAGO.

UP-TO-DATE COUNTRY ELEVATORS.

TRANSFER AND CLEANING HOUSES.

Long Distance 'Phone Main 1466. L. O. HICKOK,
Grain Elevator Builder, 517 Guaranty Loan Building.
MINNEAPOLIS, MINN.

OVER THIRTY YEARS' EXPERIENCE.

CORRESPONDENCE SOLICITED.

**G. M. SLOAN,
GRAIN ELEVATOR CONTRACTOR.**

Plans and Specifications on Short Notice.

Grain Handling Machinery. . . .

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The Botsford-Jenks Co.

DESIGNERS AND BUILDERS.

GRAIN ELEVATORS,
STEEL CONSTRUCTION,
CONCRETE WORK.

PORT HURON, MICH.

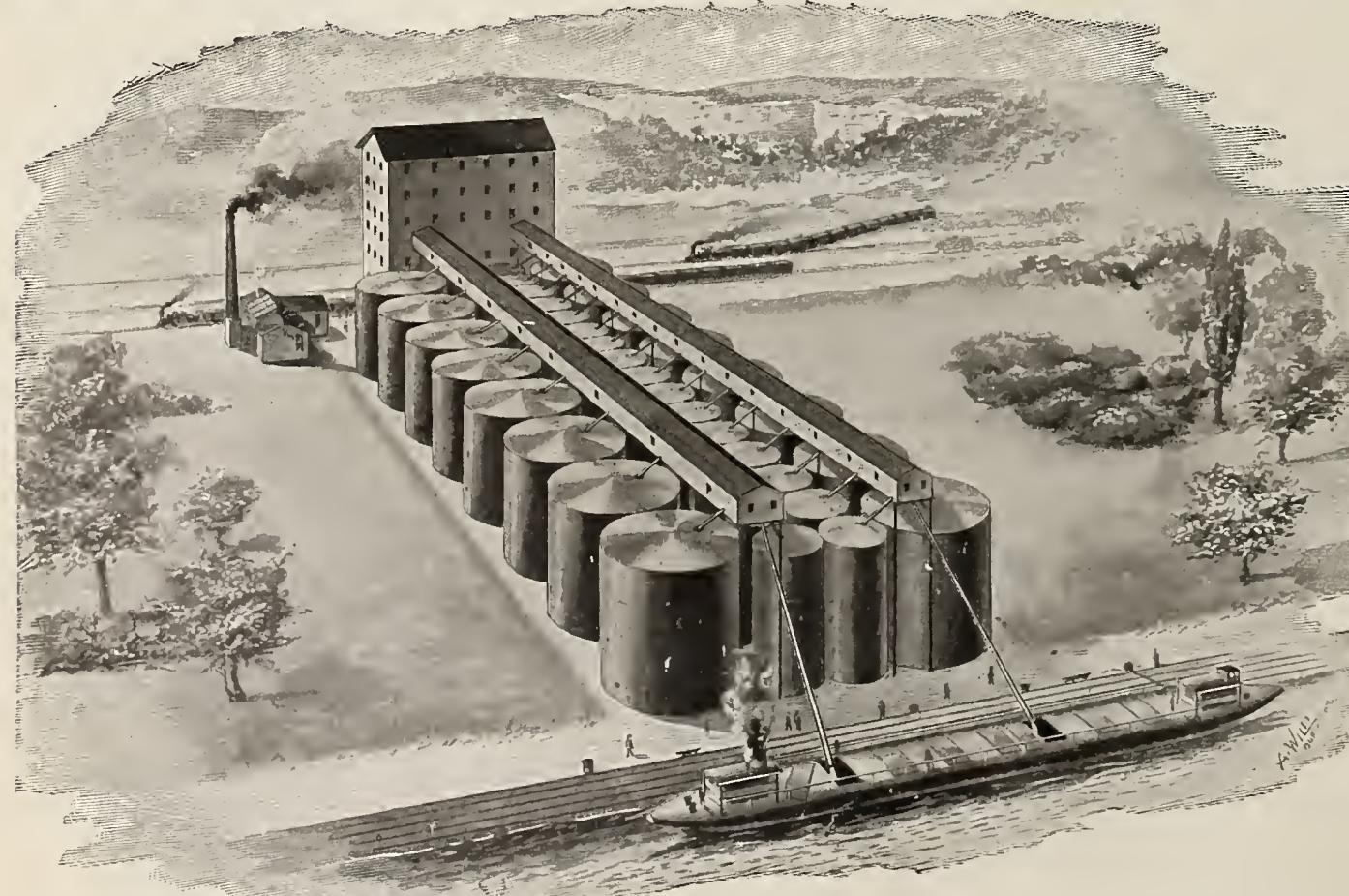
YOUNGLOVE & BOGESS CO.,
MASON CITY, IOWA,

Contractors, Designers and Builders of Grain Elevators.

Write us for ideas and estimates.

Manufacturers' Agents and Jobbers of Elevator and Power Transmission Machinery and Supplies.

STEEL STORAGE & ELEVATOR CONS. CO.



CANADIAN PACIFIC RAILWAY CO.'S STEEL ELEVATOR, FORT WILLIAM, CANADA, 1,500,000 BUSHELS.

FIRST IN THE FIELD,
ALWAYS IN THE LEAD.

WE DESIGN AND BUILD COMPLETE

FIREPROOF STEEL ELEVATORS

TO MEET ALL REQUIREMENTS.

INVESTIGATE OUR

PNEUMATIC CONVEYING SYSTEM.

GENERAL OFFICES:

302-308 GUARANTY BUILDING,
BUFFALO, N. Y., U. S. A.

GEO. M. MOULTON & CO.,

FISHER BUILDING, CHICAGO,

SUCCESSORS TO J. T. MOULTON & SON,

THE PIONEERS IN

GRAIN ELEVATOR CONSTRUCTION.

Architects and
Builders of
Frame and Steel
Grain Elevators.

THE BARNETT & RECORD COMPANY

DESIGNERS AND BUILDERS OF

Grain Elevators, Mills, Breweries and Malt Houses.

STEEL ELEVATORS A SPECIALTY.

We also contract to build complete all kinds of heavy structures, such as Docks, Packing Houses, Public Buildings, Stock Yards, Etc., Etc.



A Few Elevators Built by Us. Bu. capacity.
 Portland El. Co., Portland, Me. 1,000,000
 Maple Leaf Elevator, Kansas City, Kan. 1,000,000
 Burlington Elevator, St. Louis. 1,300,000
 Interstate Elevator Co., Minneapolis. 1,000,000
 Northern Grain Co., Manitowoc, Wis. 500,000
 W. W. Cargill, Green Bay, Wis. 500,000
 Vigo Elevator Terre Haute, Ill. 500,000
 Belt Line Elevator Co., Superior, Wis. 2,500,000
 Superior Terminal El. Co., Superior, Wis. 2,500,000
 F. H. Peavey & Co., Minneapolis No. 1. 1,750,000
 F. H. Peavey & Co., Minneapolis No. 2. 500,000
 Atlantic Elevator Co., Minneapolis. 600,000
 Empire Elevator Co., Minneapolis No. 1. 600,000
 Empire Elevator Co., Minneapolis No. 2. 500,000

WRITE US FOR ESTIMATES. 304-312 CORN EXCHANGE, MINNEAPOLIS, MINN.

Turner & Skinner,
STRUCTURAL
ENGINEERS

816 Phoenix Bldg.,
MINNEAPOLIS, MINN.

Designers of Fireproof Grain
Storage Plants.

CORRESPONDENCE SOLICITED.



OUR MODERN COUNTRY ELEVATORS

Have proven superior to all others built last season. They contain more new features than any others now being built. Write us for special design.

G. T. BURRELL & CO.,
1440 Monadnock Building,
CHICAGO, ILL.

RECORD FOR YEAR 1900 IN ELEVATOR BUILDING.

THE FOLLOWING COMPRISES PARTIAL LIST OF ELEVATORS
BUILT DURING 1900 BY

G. T. HONSTAIN,

SUCCESSOR TO HONSTAIN BROS.,
313 Third Street South, MINNEAPOLIS, MINN.

	Bushels.
EAGLE ROLLER MILL CO., New Ulm, Minn.	200,000
EXCHANGE ELEVATOR CO., St. Louis Park, Minn.	150,000
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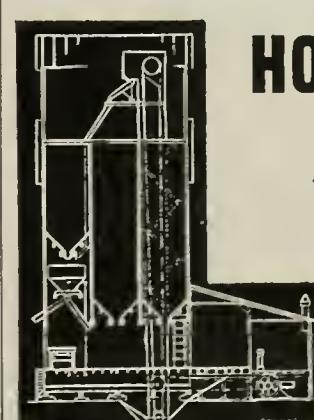
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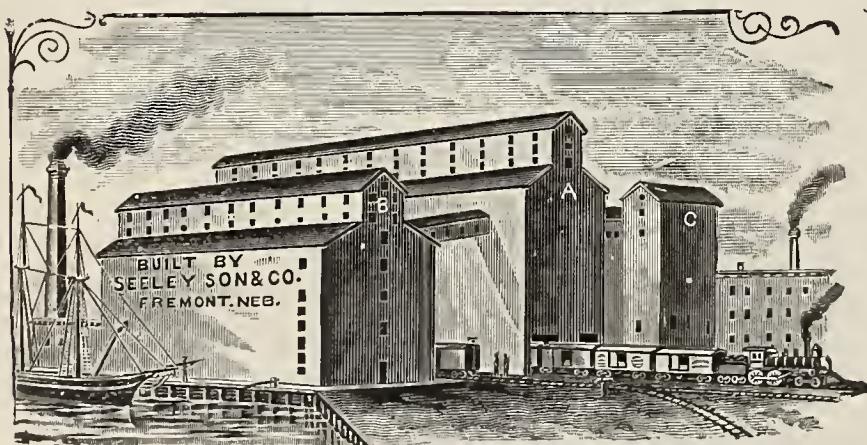
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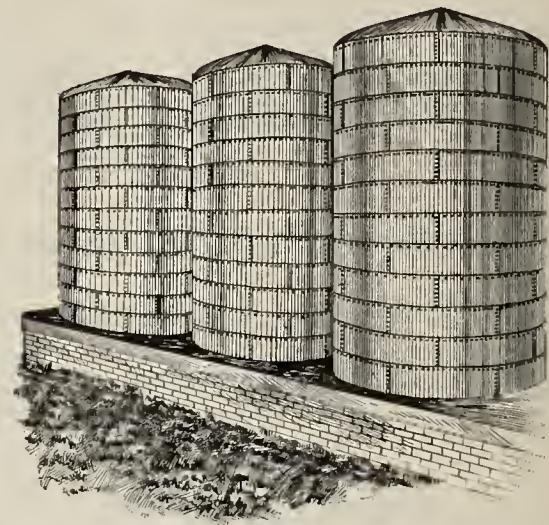
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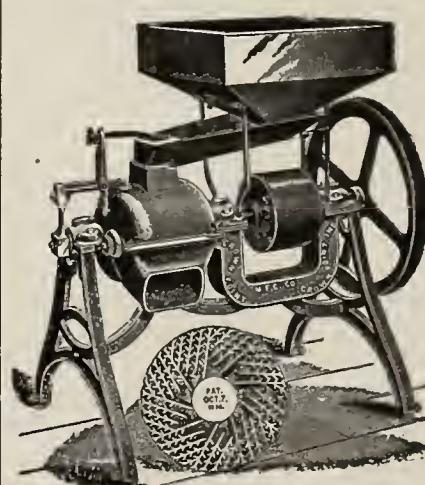
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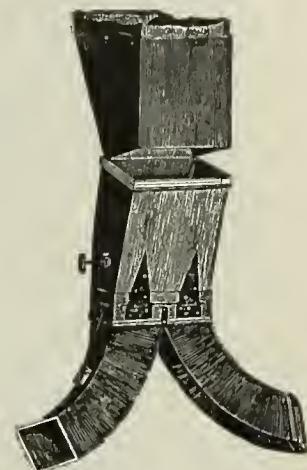
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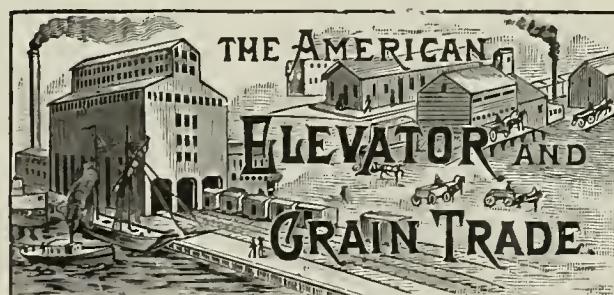
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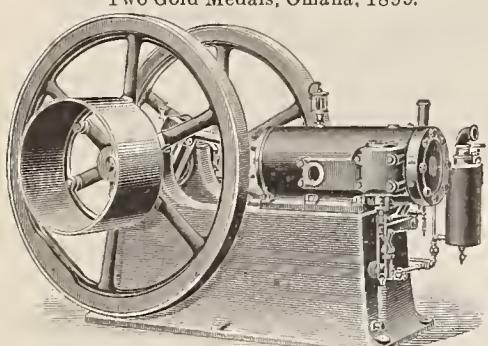
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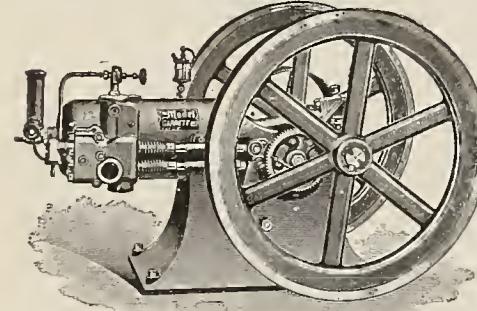
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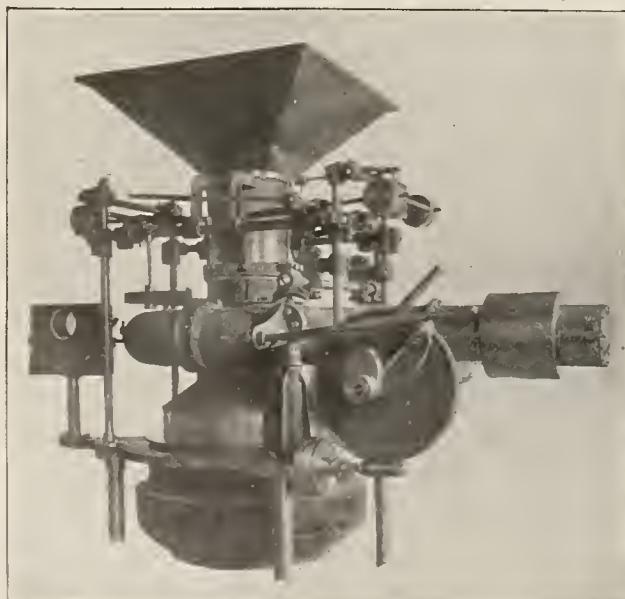
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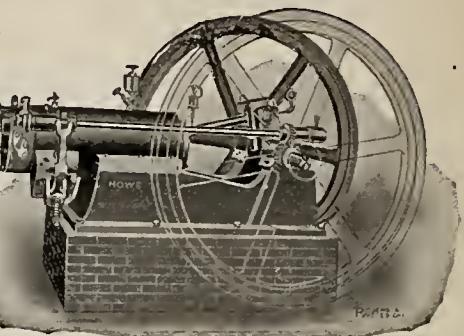
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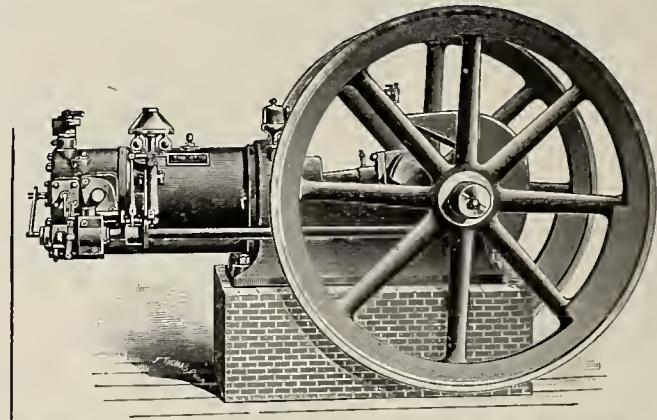
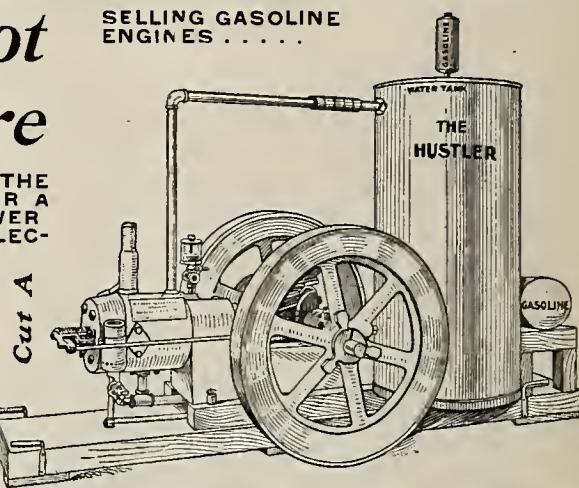
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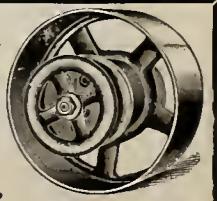
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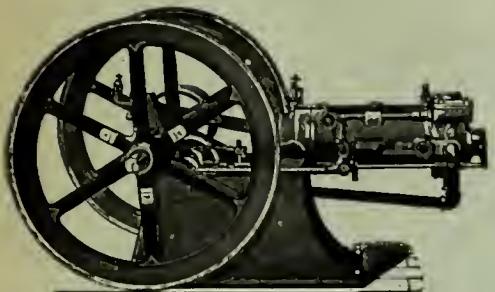
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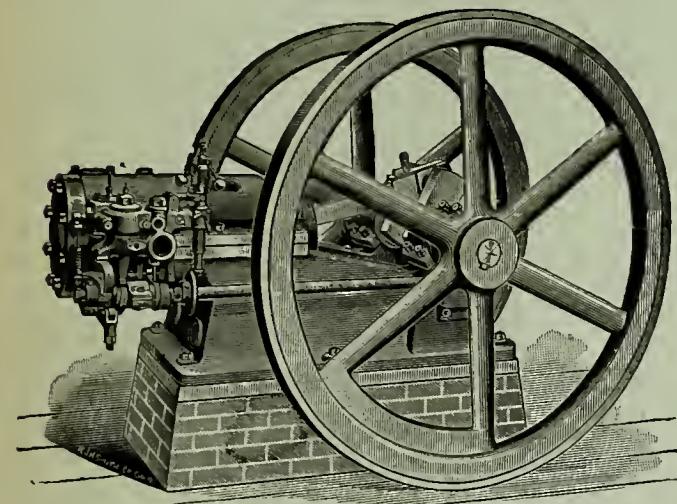
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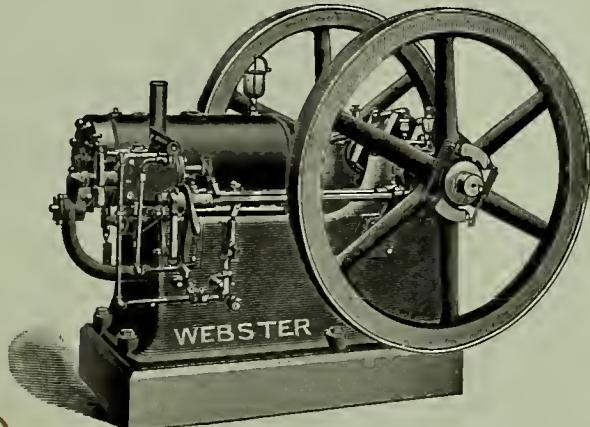
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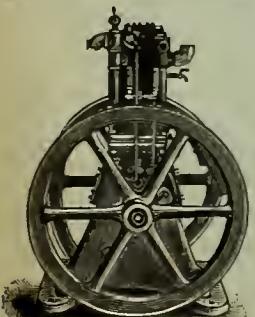
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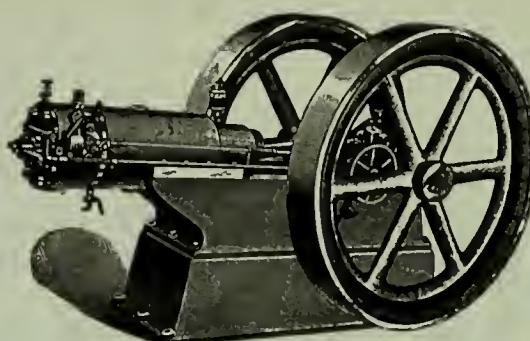
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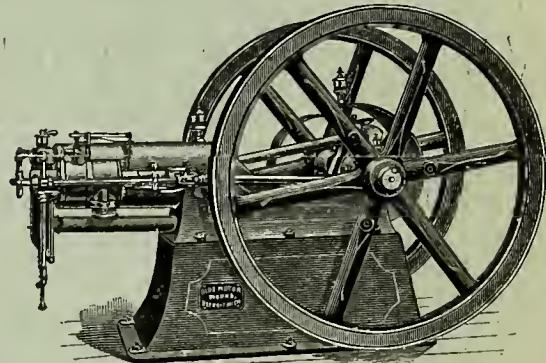
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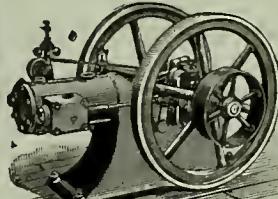
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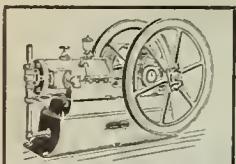
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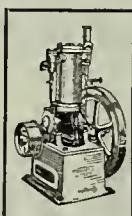
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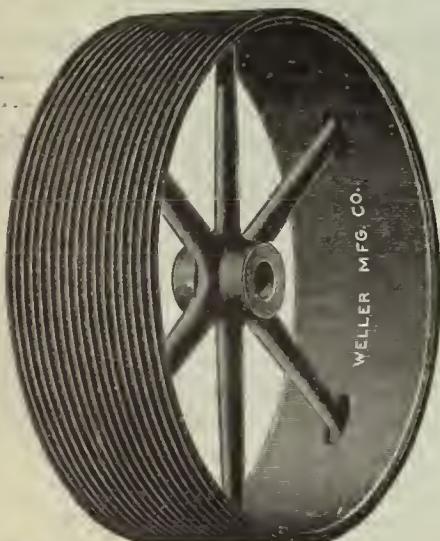
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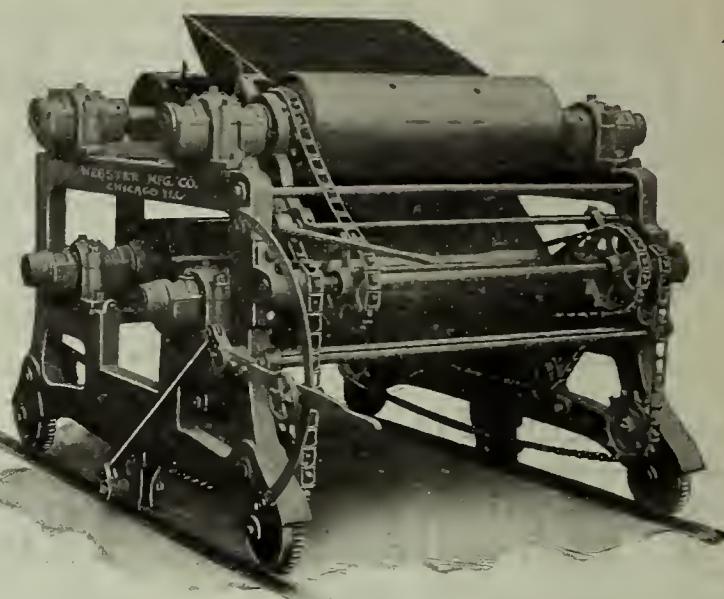
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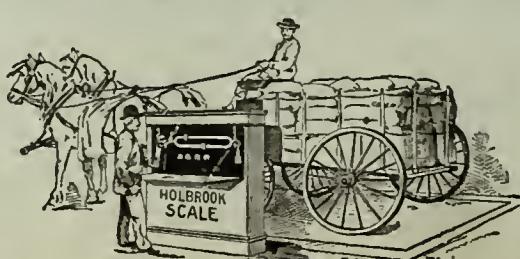
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